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THE BUSINESS MAGAZINE OF COMMERCIAL FURNISHINGS & INTERIOR ARCHITECTURE



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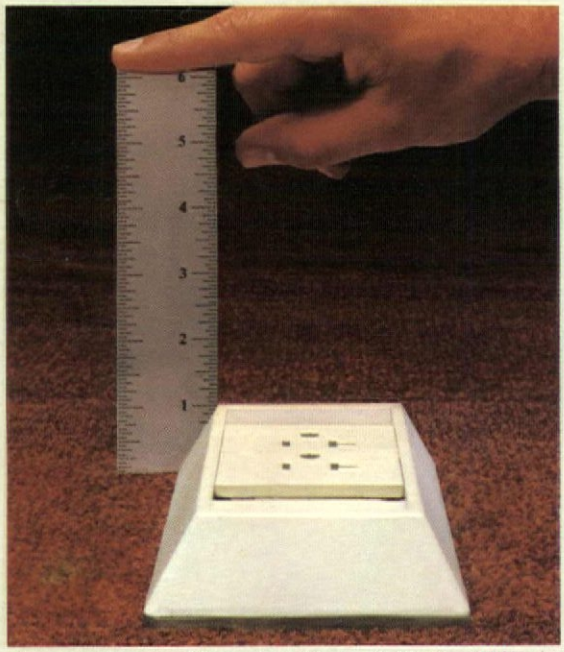
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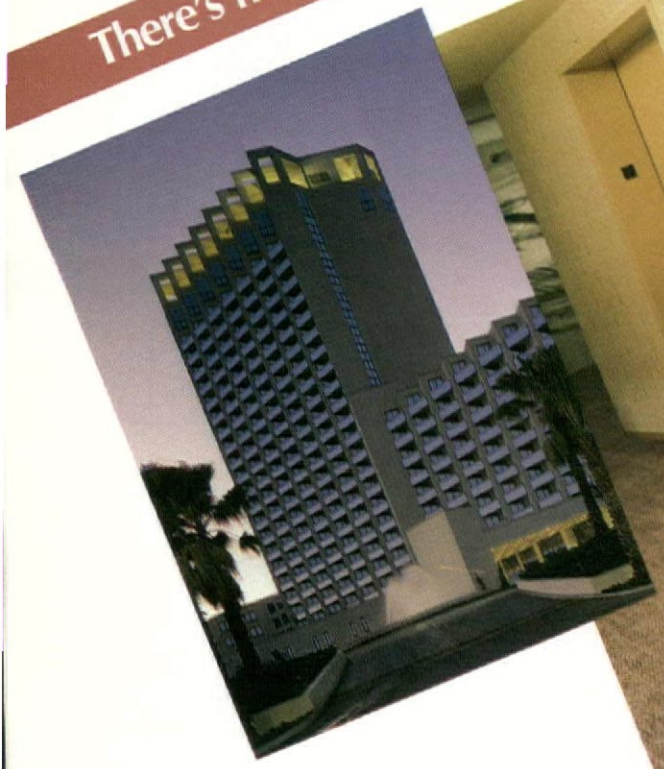
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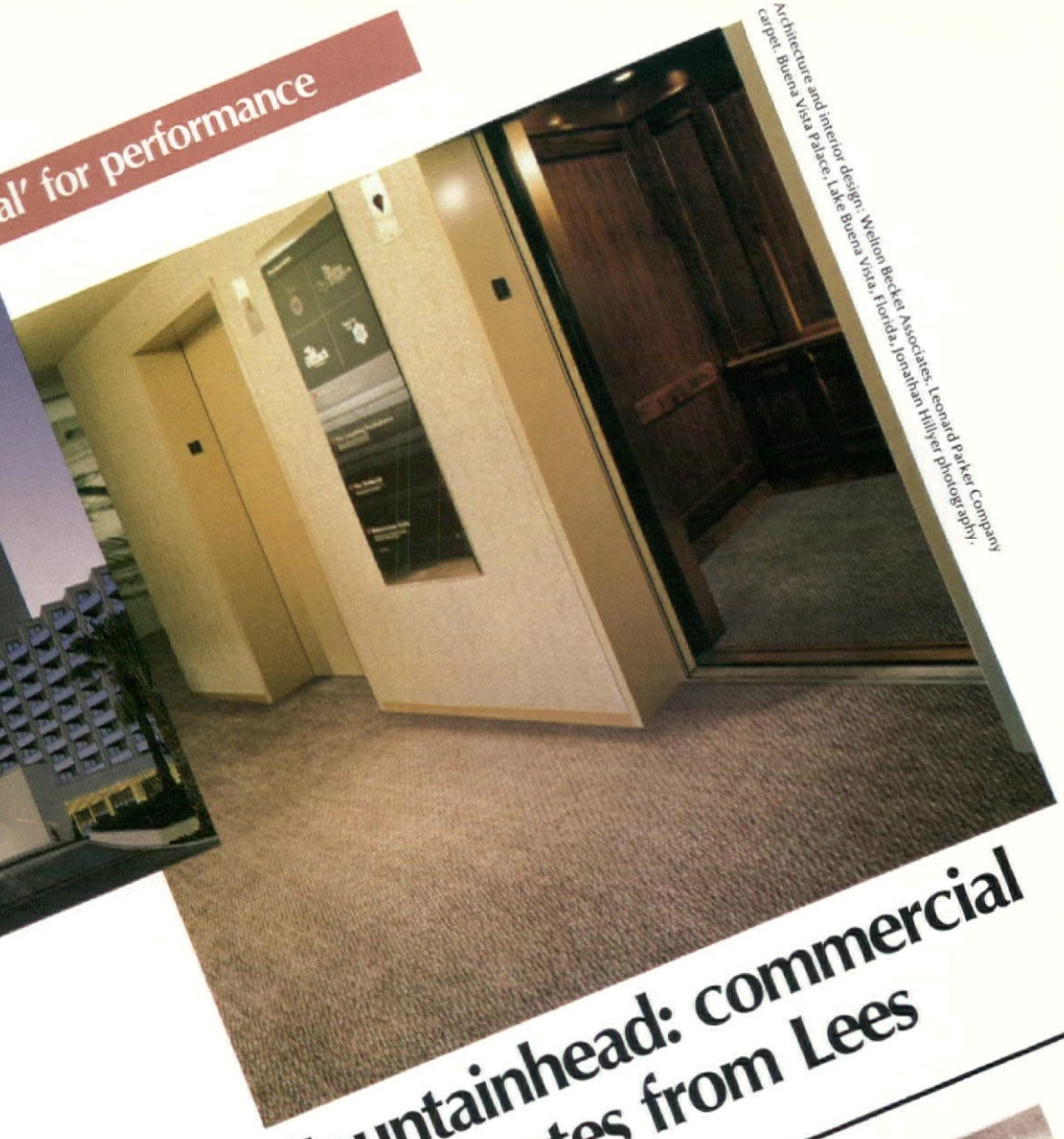


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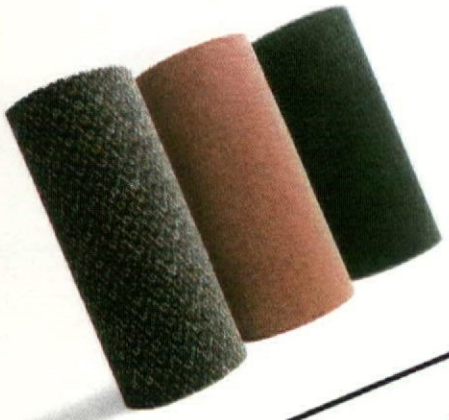
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Architecture and interior design: Welton Becket Associates, Leonard Parker Company
carpet: Buena Vista Palace, Lake Buena Vista, Florida, Jonathan Hillyer photography.

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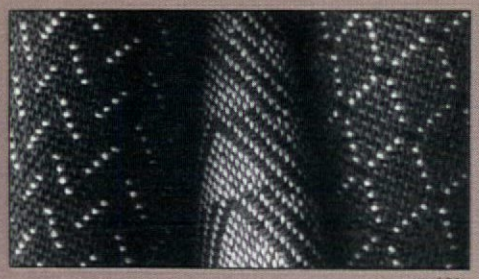
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Cover–An image of modernity developed over a seven-year building program is how Lake Shore National Bank, Chicago, attracts business. Interior is depicted by graphic artist George Koizumi.

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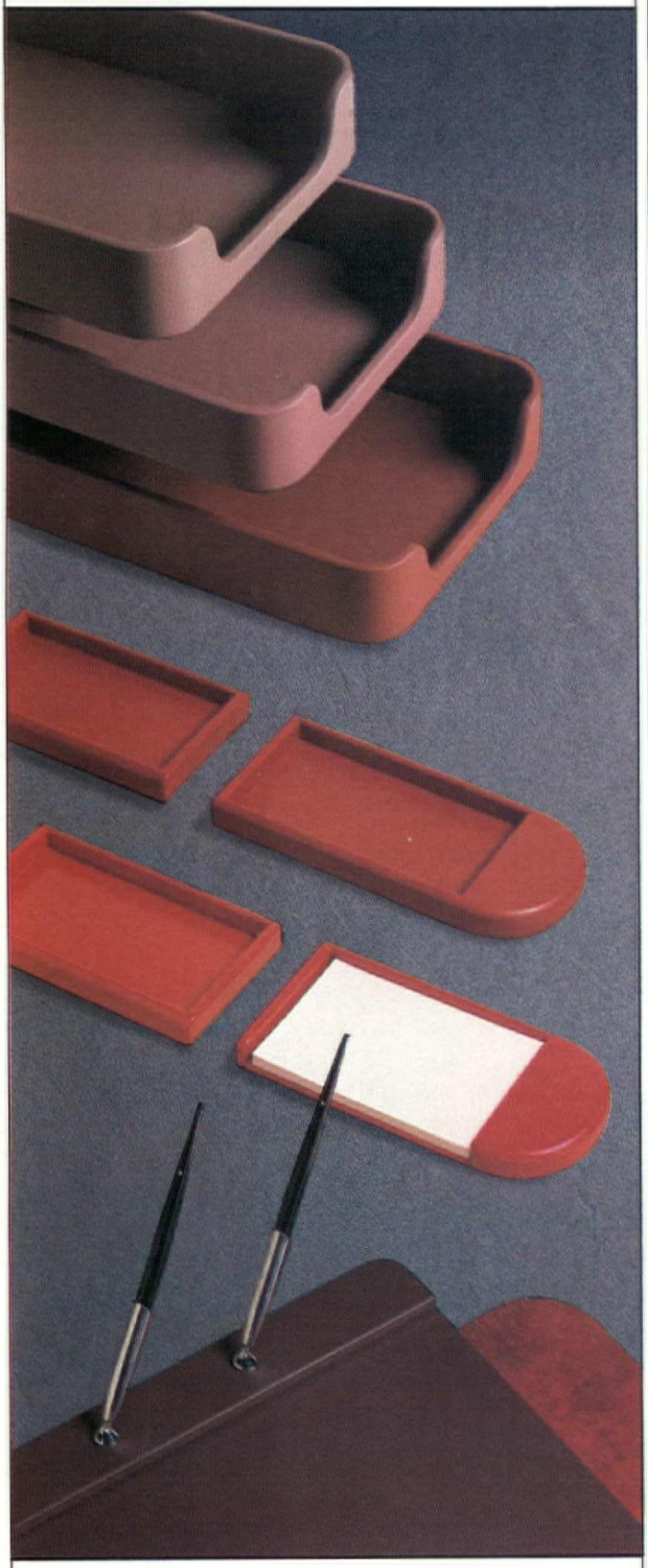
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Vol. 25 No. 10

November: Executive Buyer Edition/Offices—Issue reaches an additional 5,000 office managers and facility planners with the latest on Office Innovations, office design as it relates to technology. Office Products Showcase includes furniture/furnishings for the workplace. Also: desk accessories, leather furnishings review, and special Institute of Business Designers (IBD)/CONTRACT Magazine Product Design Competition Award Winners. "Audience-Plus" issue circulates to 2,000 Canadian contract architects and designers.

December: Fast Food Restaurant Design and Shopping Centers share editorial center stage in CONTRACT's December Executive Buyer Edition, distributed to an extra 5,000 fast food chain executives and shopping center developers. Mart & Showroom Buildings serving the contract industry—activities planned for 1984. Plus: Signage Report; Resilient, Wood, & Hard Surface Flooring product review; and Art & Graphics Review—including photomurals.

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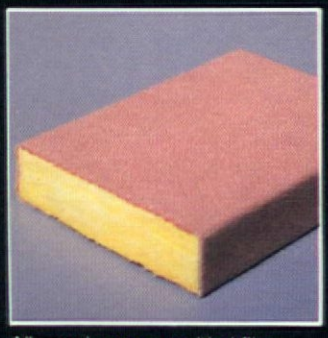
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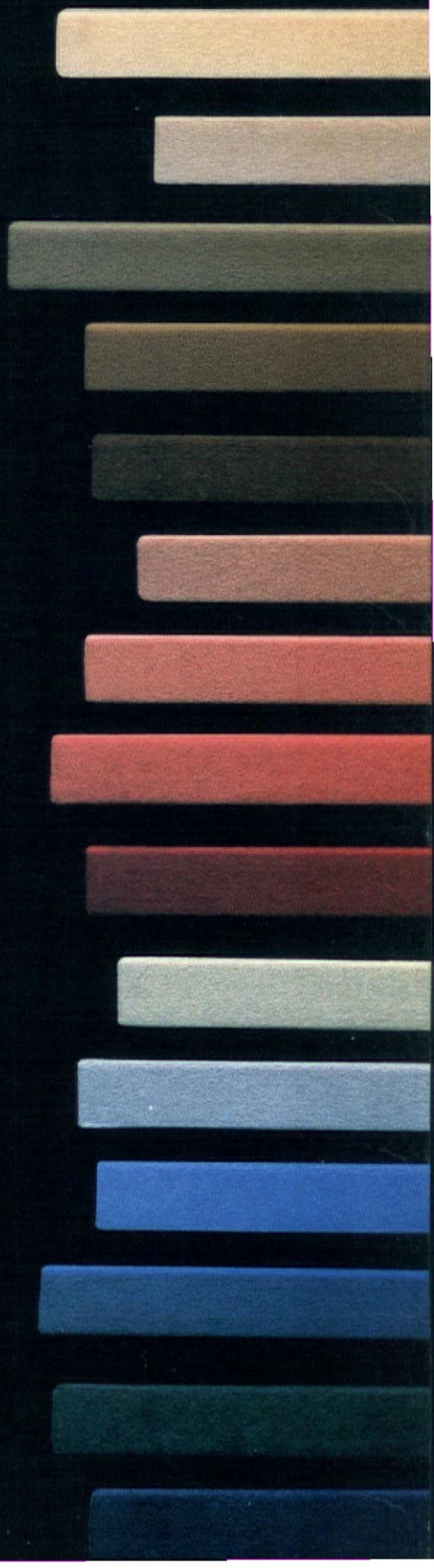
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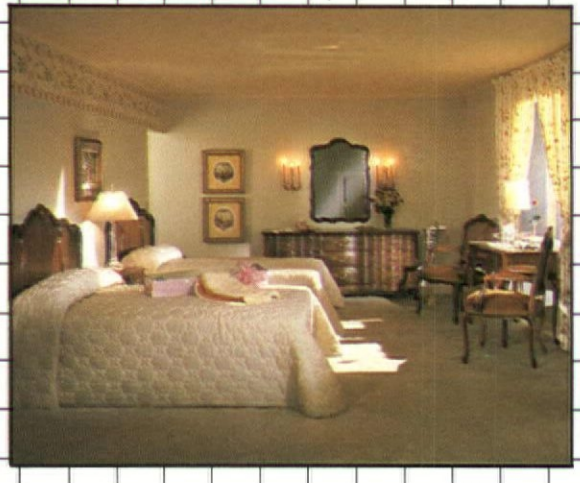
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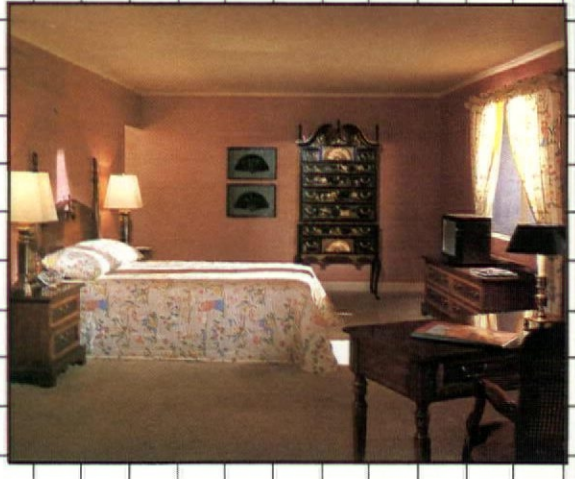
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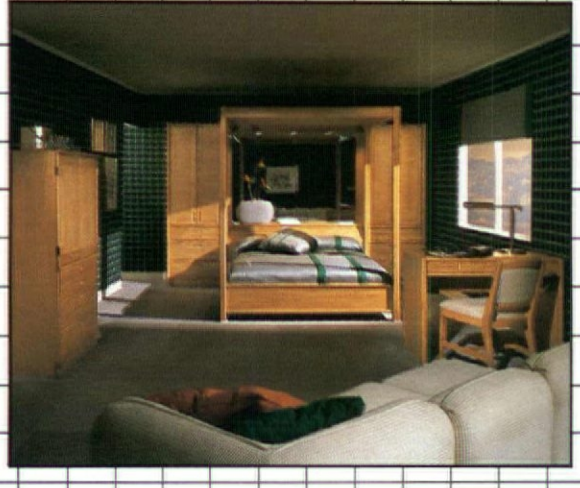
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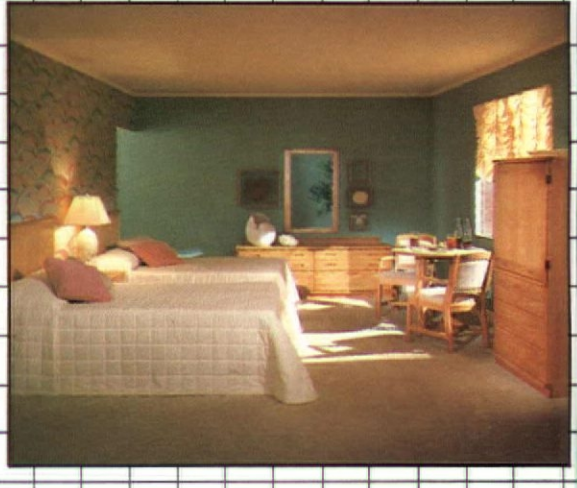


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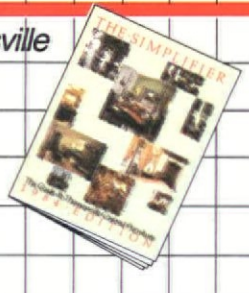






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Designers rally against sales tax

Dear Editor: On March 4, 1983, I received notification of an impending action in the New York State Legislature to enact a law taxing designers' fees. Senate Bill #3426 and Assembly Bill #4226 were intended to impose a sales tax on any and all fees charged by design and architectural firms at a rate equivalent to the existing State sales tax within New York counties.

The design community mobilized immediately to counteract Governor Cuomo's efforts to raise State revenues. The Institute of Business Designers (IBD) New York Chapter Executive Board requested all members to write to his or her State Senator and Assemblyman protesting the imposition of this tax. The end result of such taxation would be to put New York State interior designers at a disadvantage relative to out-of-state firms. This measure would also serve to raise overall project costs to the client.

IBD was joined by the American Society of Interior Designers (ASID), the American Institute of Architects (AIA), and other industry organizations in lobbying against the bills. Soon after, we heard that the bills would be dropped and, due to State law, could not be reintroduced for one year.

With the pressure removed, everyone breathed more easily, but many questions have been raised. Will the Legislature repeat this attempt next year? Does our lack of licensing leave us defenseless against such an attempt?

SYDELLE HIRD, IBD
President
IBD New York Chapter
New York



Circle 7 on reader service card

Automation article deemed timely

Dear Editor: I strongly encourage you to continue to raise issues such as those addressed in the article "Designers & Users Impact Automation Strategies" (July CONTRACT, page 100). Business associates from a large architectural firm as well as a systems manufacturer told me that they felt the article was both timely and important.

There is growing realization that the electronic office cannot be planned realistically without consideration for the built environment. I believe an issue that now needs to be addressed is who will be in the best position to facilitate this integrated planning.

DUNCAN B. SUTHERLAND
Director
Office Automation Programs
Wang Laboratories
Lowell, MA

CONTRACT: tool for keeping pace

Dear Editor: Thank you for the opportunity to submit "Who's Who" information for your August profile of Northeast design firms.

We've found your magazine to be very valuable in helping us stay on top of what's happening in architectural interiors.

JAMES A. NOVAK, AIA
Principal
Olson, Popa, Novak, Architects, P.C.
Marion, IA

ERRATA

Roy Utne, vice chairman, General Office Products Co., Minneapolis, was incorrectly identified in CONTRACT's August issue article "Dealer Acquisitions Reflect Changing Distribution Patterns," page 89. President and general chairman of the office products firm is Jack Boss.

Quorum lounge seating line from GF Furniture Systems, which was featured on page 150 of CONTRACT's August issue, has been discontinued by the firm.

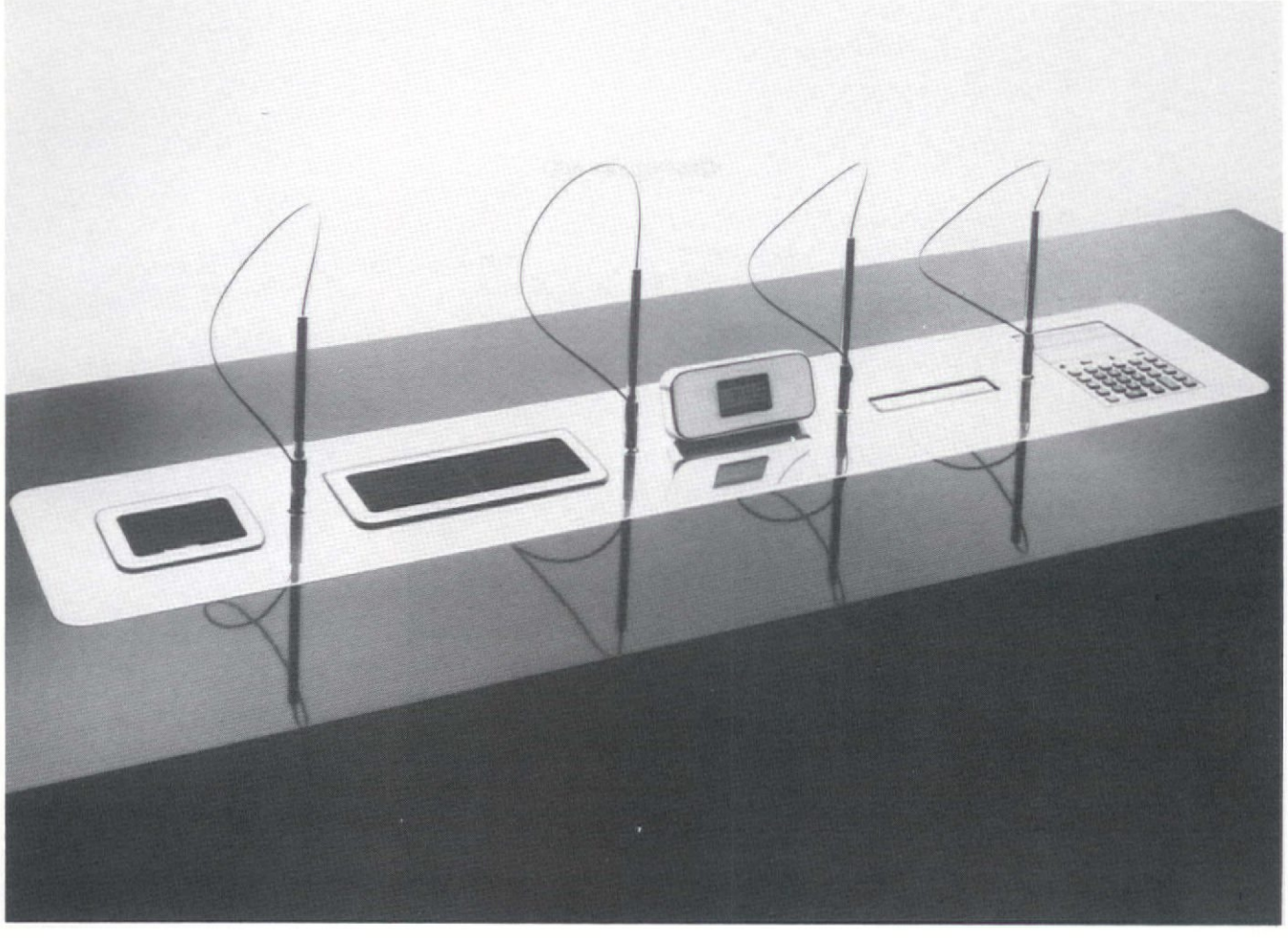
CONTRACT's August calendar of events (page 54) incorrectly listed 1983 dates for CANEXUS, the Canadian office furniture exhibition. The next CANEXUS will take place September 6-8, 1984.

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Baker, Knapp & Tubbs former prexy Kelley named to head Chicago's MartCenter

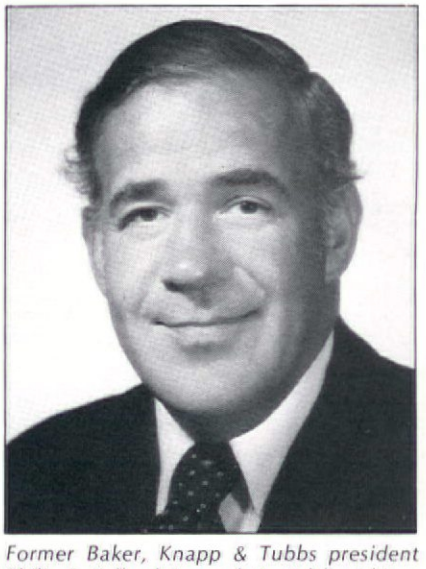
Chicago—Philip E. Kelley, former president of Baker, Knapp & Tubbs Inc., assumed the position of president/chief executive officer of MartCenter, September 12. His charges include the Merchandise Mart, Apparel Center, and Washington Design Center (DC/DC).

Kelley, 11-year president of Baker, Knapp & Tubbs, a furnishings concern, will become president and general manager of each mart unit. He is the third person to oversee mart operations in the institution's 38-year history.

Kelley, 54, replaces Thomas V. King who held the top position for 10 years. King expanded MartCenter facilities from a single property of 4 million sq. ft. to a complex of more than 7 million sq. ft. in two cities.

Commenting on his appointment, Kelley says, "I have always considered the Mart properties to be the greatest commercial real estate in the world. Baker has been a Mart tenant for 20 years, and I look forward to the challenge and opportunity presented me."

Mart properties are owned by the family of the late Joseph P. Kennedy.



Former Baker, Knapp & Tubbs president Philip E. Kelley brings substantial furnishings experience to the MartCenter. The Grand Rapids, Mich., native will head mart operations in Chicago and Washington, D.C.

Kissinger to keynote November 14 at Int'l. Hotel/Motel & Restaurant Show

New York—Former Secretary of State Henry Kissinger will deliver the keynote address opening the 68th Annual International Hotel/Motel & Restaurant (IH/M&R) Show, November 13-16. Management projects record attendance of more than 50,000.

This year, show dates fall simultaneously with the annual conventions of the American Hotel & Motel Association (AH&MA) and the International Hotel Association (IHA). According to Jorgen H. Hansen, vice president, The Waldorf-Astoria, and this year's show chairman, "These events will boost the remarkable growth in attendance experienced by IH/M&R Show over the past several years."

Show exhibits include the results of the third annual Gold Key Awards sponsored by the AH&MA for excellence in interior design. According to competition officials, "The Gold Key Awards' intention is to encourage continued high standards and innovation within the hospitality design industry." Awards are co-sponsored by the IH/M&R Show.

To be presented at the opening luncheon, November 14, the awards represent the top three of more than 100 entries. Jury members are editors of CONTRACT, *The Designer, Interior Design, Interiors,* and *Restaurant & Hotel Design* magazines.



Jorgen Hansen, vice president, The Waldorf Astoria, and IH/M&R Show chairman, predicts 50,000 will attend this year's event.

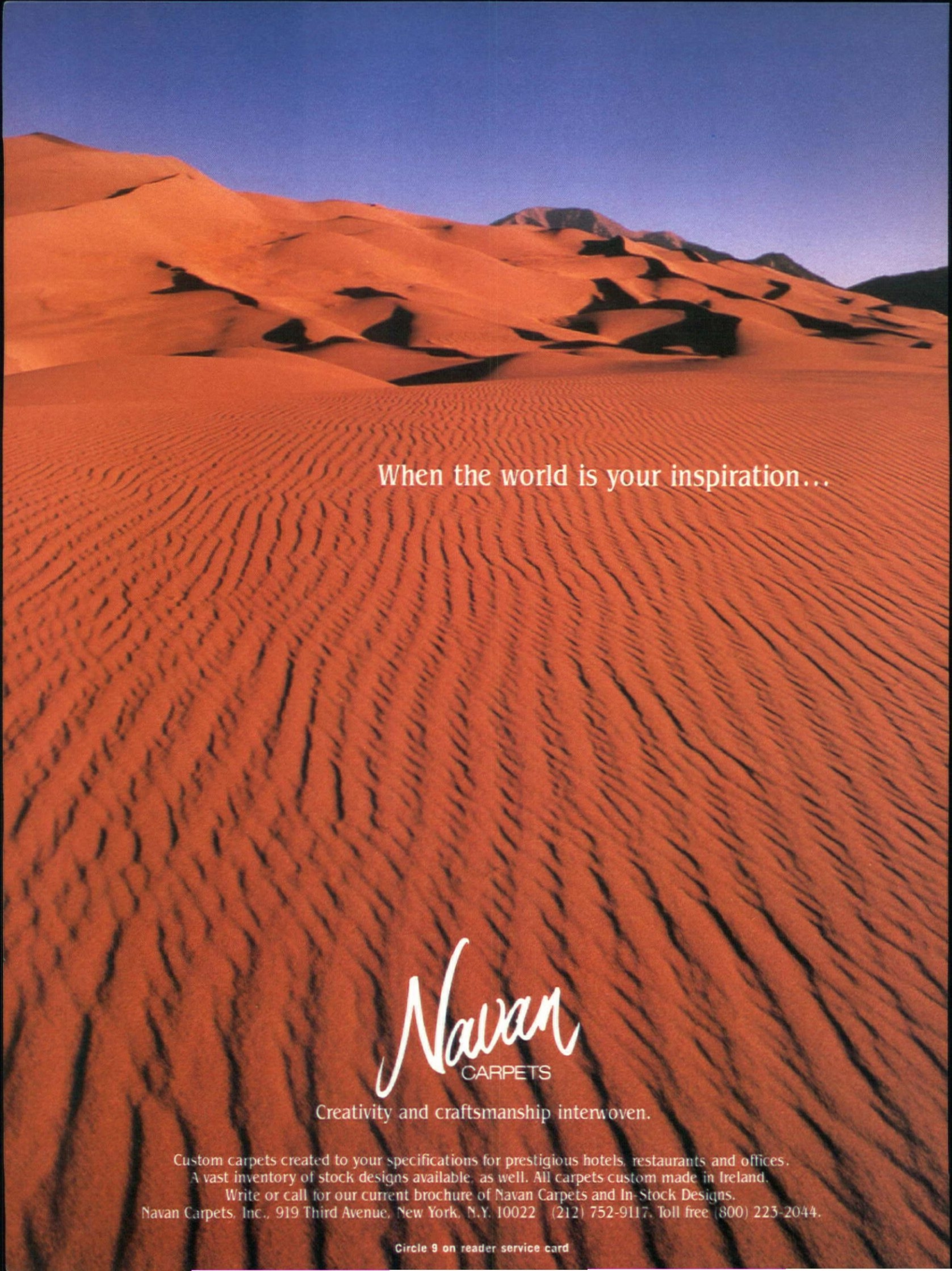


Emphasizing the importance of design in hospitality interiors will be Robert DiLeonardo, design seminar leader.

15 finalists announced

Finalists eligible for top honors include: U.S. Air Force Interior Design Group, Honolulu, for John Hay AB, Baguio, Philippines; Tom Lee Ltd., New York, for Sheraton Russell Hotel, New York; Shean-Nesbitt Inc., New York, for New York Hilton; Charles Craig Furniture Ltd., Greenwich, Conn., for Penthouse Office, New York; and Fraser Associates, New York, for Plaza Hotel,

(Continued on p. 24)


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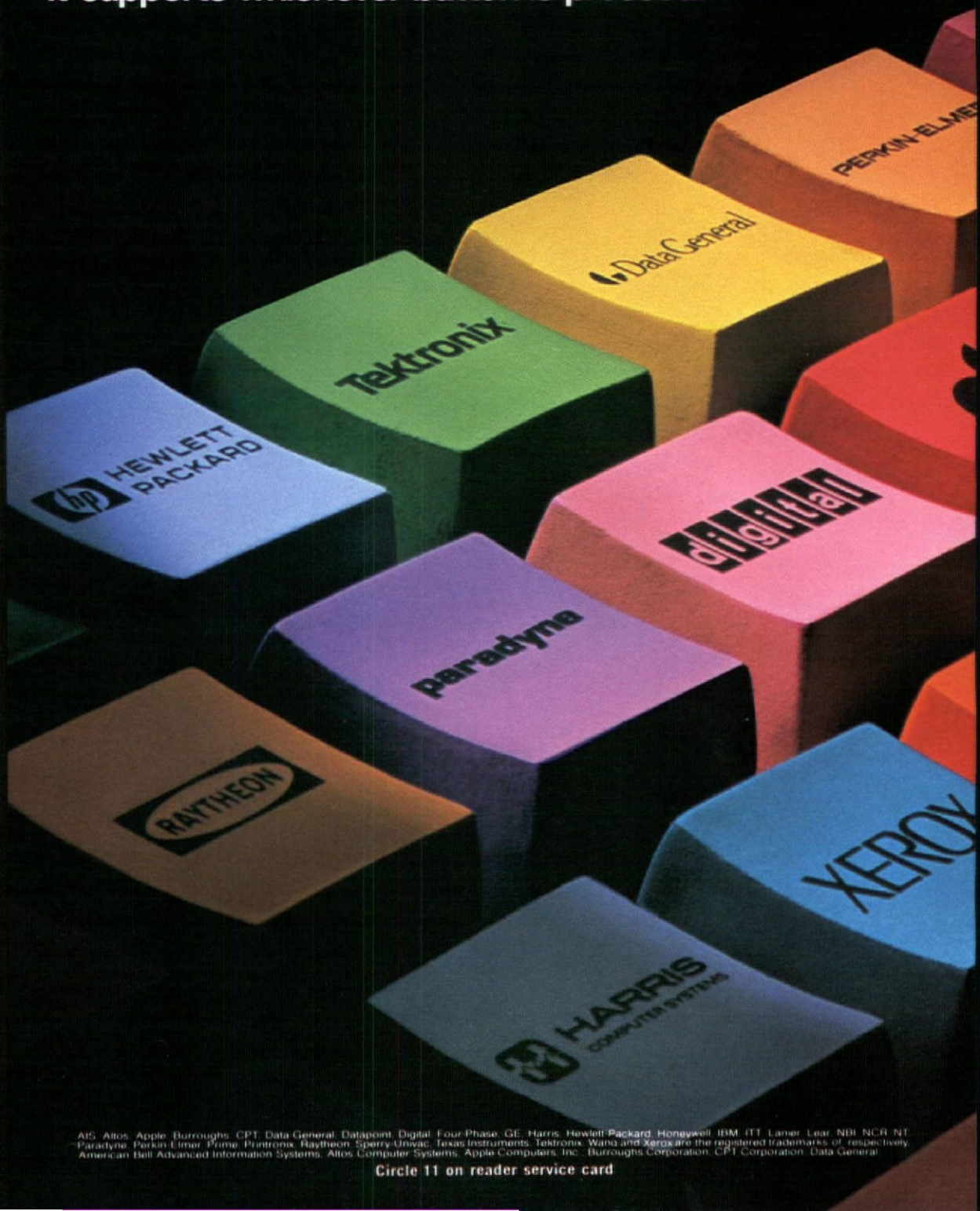
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Portman announces ADAC grand opening at recent New York reception

New York—John Portman, Jr., president, Atlanta Decorative Arts Center (ADAC), announced at a recent reception here that November 11 would mark the official opening of the center's expanded facilities.

ADAC, a 450,000-sq.-ft. facility, is the largest design center under one roof east of the Mississippi River. Showrooms house more than 1,000 lines.

Many designers, architects, manufacturers, ADAC officials, and press gathered for the ADAC reception recently at the Plaza Hotel.





ADAC president John Portman (above, left) discusses expansion with Jack Lenor Larsen.

Among ADAC staff in New York for the event was Sharyl Hess (far left), public relations director, talking here with Manfred Bohnen.

Among furniture company executives present were Jory Probber (left), vice president, and Harvey Probber, president, Probber.



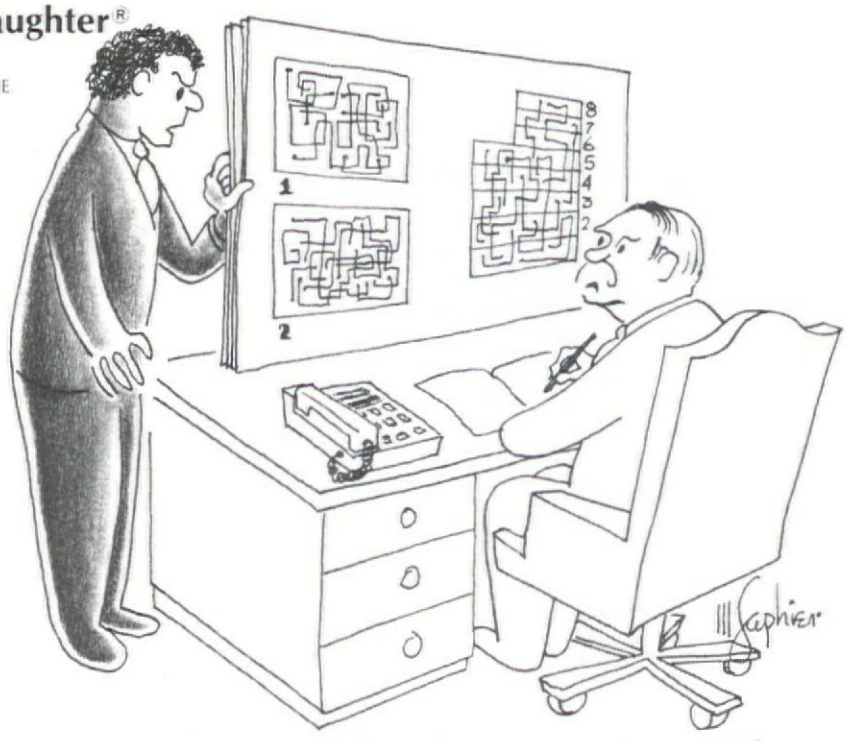


Chatting over cocktails at the Plaza are (l. to r.) Yana and Edwin Bitter, Scalamandre, and Sam Williams, general manager, ADAC, who helped announce opening of expanded facilities.

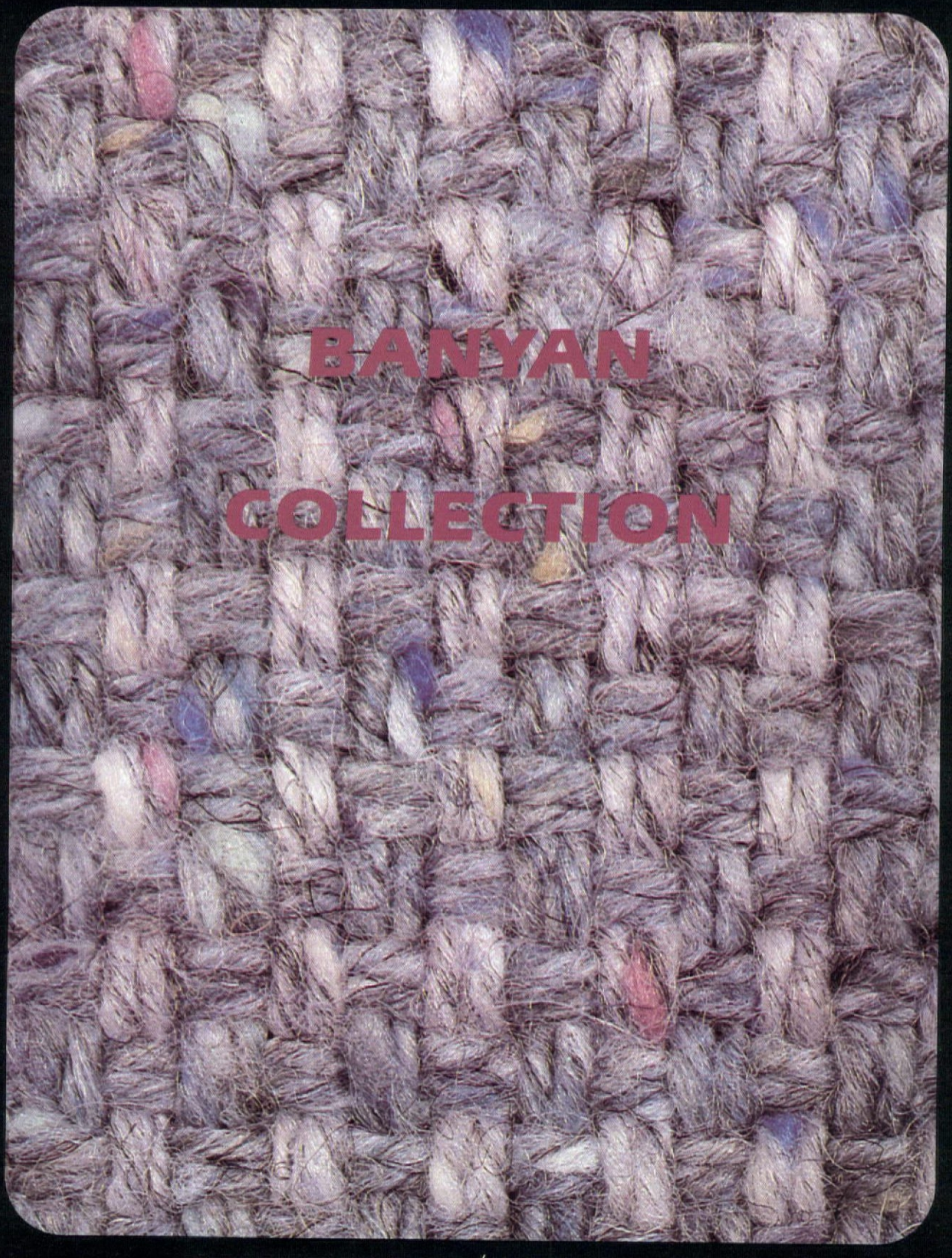
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$10,000 prize goes to S.C. cabinetmakers in Colorcore contest

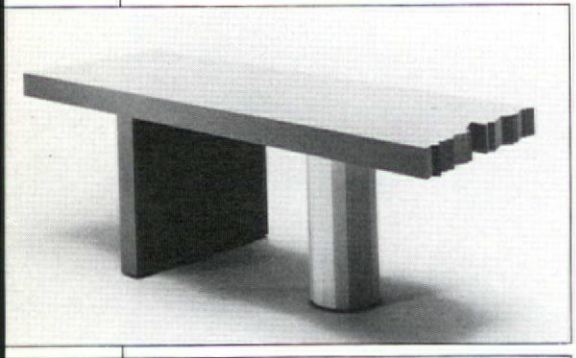
Chicago—A first prize of $10,000 was awarded to craftsmen Jim Lewis and Clark Ellefson, owners, Lewis & Clark, a Columbia, S.C. Cabinet shop, in Formica Corp.'s Colorcore™ "Surface & Ornament" Design Competition I. The award was presented for Temple Chair, which used Colorcore in a "Rose Ash" color to suggest scale similar to South American Indian Temples in its throne design.

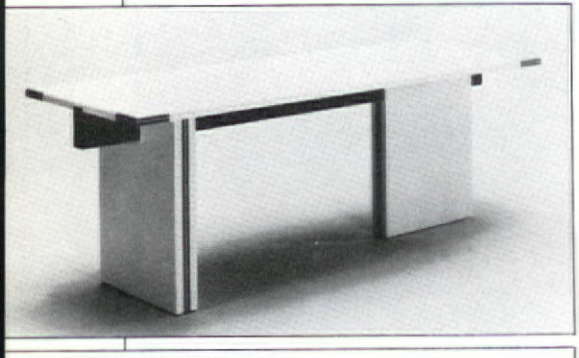
Other winners were Lee Payne, IDSA, Atlanta industrial designer; Brian Faucheux, AIA, associate architect, Turchi, Cusick, Drew Assoc., Metairie, La.; and Paul Chiasson, New York architect. They were awarded $5,000, $2,000, and $1,000 respectively. Cary Siress, student, University of Kentucky, Lexington, was awarded $5,000 in a separate student category.

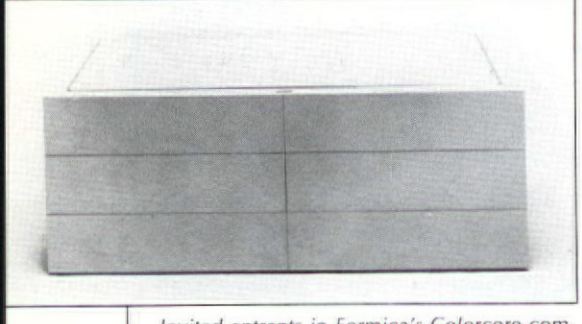
Competition judges were industrial designer Niels Diffrient; David Gebhard, professor, University of California, Santa Barbara; and Robert Maxwell, dean, Princeton School of Architecture. Charles Boxenbaum, Joe D'Urso, Paul Segal, and William Turnball, members, Formica Design Advisory Board, also participated in the judging.

Contest entries represented a cross-section of talent from art, architecture, design, and crafts fields. Submissions included tables, cabinets, jewelry boxes, pedestals, and abstract designs.

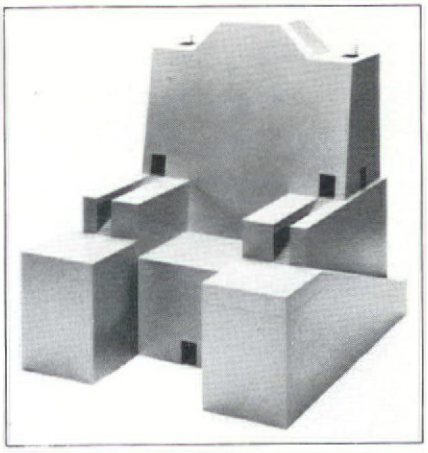
Award-winning designs were displayed throughout NEOCON in the Knoll International showroom in conjunction with the presentation of the Colorcore awards.

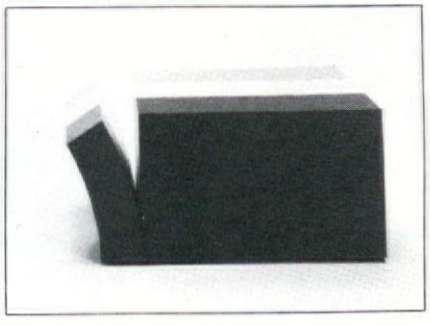






Invited entrants in Formica's Colorcore competition included Lella and Massimo Vignelli, Milton Glaser, and Emilio Ambasz and Giancarlo Piretti, who designed respectively (top to bottom), "Broken Length" table, "Modern Post-Neo" table, and "L System."





Lewis & Clark's "Temple Chair" (top right) took first place honors for innovative use of Colorcore laminates. Lee Payne's "Neapolitan" placed second in the contest.

Minneapolis Market accepted for listing in Nat'l. Register

Minneapolis—International Market Square, a major regional trade center planned in an existing building here, has been accepted for listing in the National Register of Historic Places.

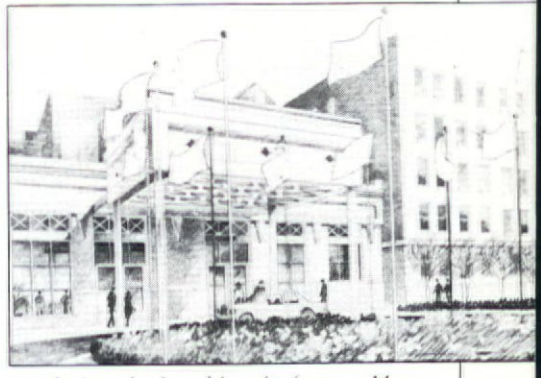
September marked the start of a $20 million renovation of the nine-acre complex which will house the center for design, home, and office furnishings industries. The market will provide more than 400,000 sq. ft. of showroom and office space.

Developer of the building, the former Munsingwear plant, is Market Square Development Company, a joint venture of Trade Market Associates and Omni Venture Ltd. Architect for the project is Winsor-Faricy Architects Inc., St. Paul.

Says principal Richard Faricy, "The building's all-concrete construction and mushroom column support system designed by C.A.P. Turner were major technological breakthroughs and had wide influence on construction techniques."

International Market Square showrooms will be leased to firms specializing in commercial furniture and furnishings, floorcoverings, fabrics, accessories, lighting, art, and wallcoverings. The mart has currently reached an agreement in principle with North Central Home Furnishings Representatives Association (NCHFRA) through which the organization will endorse leases with its members in buildings three and four commencing in 1986, according to management. Final details of the agreement are currently being completed

According to the Towle Company, Minneapolis, which negotiated the property's sale to the developers, the complex is the single largest, adaptive re-use project undertaken by private developers in the Twin Cities and ranks among the largest in the country.



Rendering depicts historic former Munsingwear plant, now International Market Square showroom center.

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The Liisberg Chair

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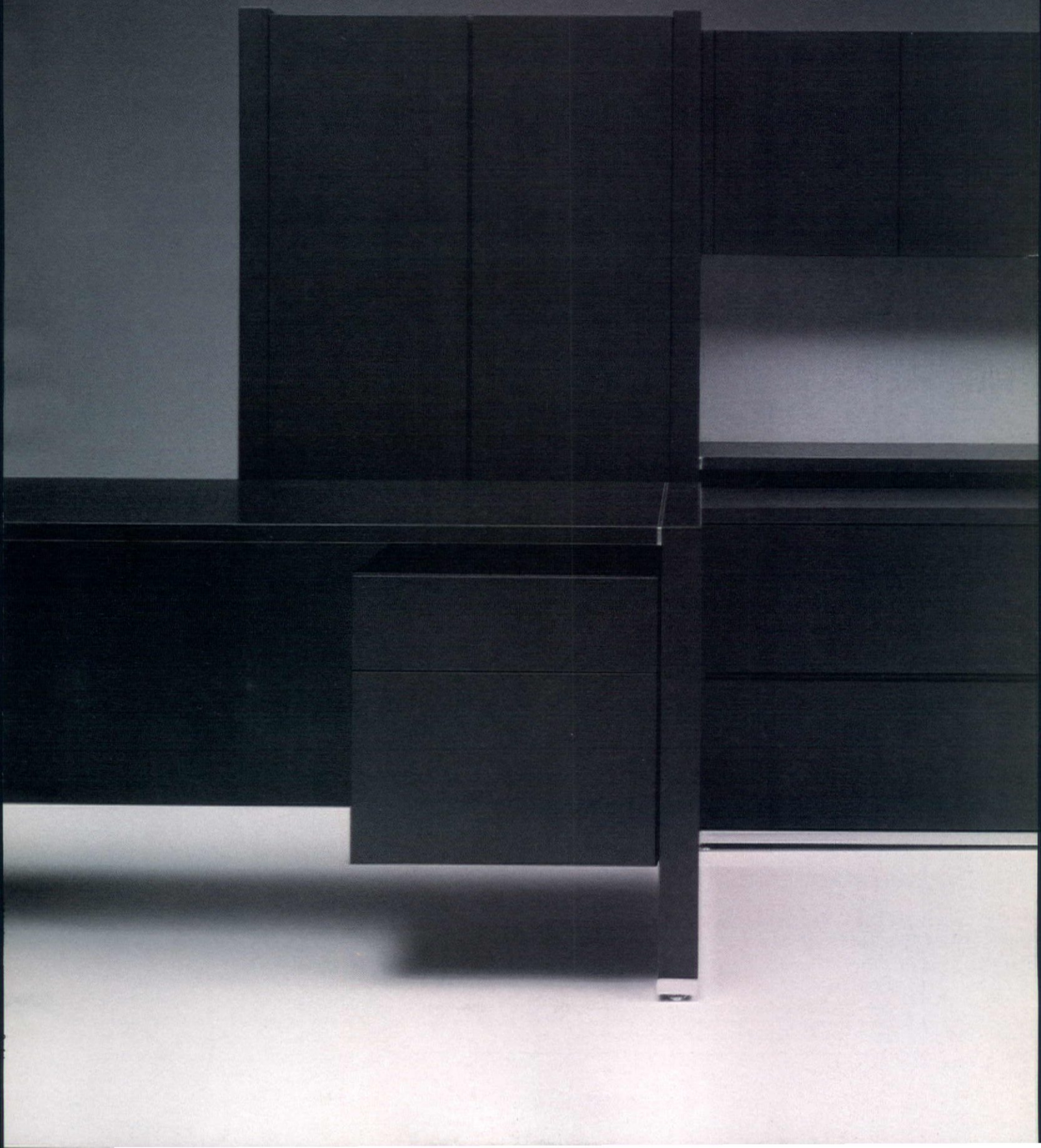


Dots. An unusual new laminate surface, spawning dozens of imaginative design ideas. Note the subtle dot pattern in the foreground above, blending into the total design environment on the walls beyond. In two contemporary colors: gray and, of course, salmon. Patterns shown full scale in the swatches above. For samples, call 1-800-638-4380. Nevamar Corporation, Odenton, Maryland 21113.

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Executive Series



Int'l. Hotel/Motel & Restaurant Show

(Continued from p. 11)

New York. Preceding finalists comprise Category I—Business Person's Room.

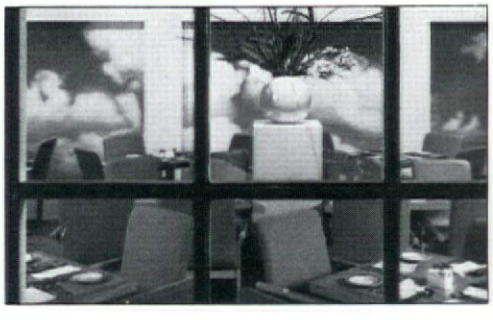
Finalists in Category II—Hotel and/or Restaurant Dining Area include: Edwin Bronstein Associates Architects PC, Philadelphia, for Absolutely Gloria's, Cherry Hill, N.J.; Masako Endo, New York, for Taste of Tokyo, New York; Tom Lee Ltd., New York, for St. Paul Hotel Coffee Shop, St. Paul, Minn.; Westin Service, Seattle, for Century Plaza/Cafe Plaza, Seattle; and Creative Environs, Coral Cables, Fla., for Mat New Orleans, New Orleans, La.

Category III—Conference Room/Meeting Facilities has the following finalists: Cromwell Interior Design, Little Rock, Ark., for Systematics Guest House, Little Rock; Edward Dann Design International, Reston, Va., for Heliopolis Sheraton Conference, Cairo, Egypt; Gosnell Development Corp., Phoenix, for The Pointe Tapatio, Phoenix; Arge Sargent-Webster-Crenshaw & Folley, Syracuse, New York, for Sheraton Inn Conference Center, Syracuse; and Kenneth E. Hurd & Associates, Boston, for Executive Tower Lounge, New York Hilton.





Finalists in the International Hotel/Motel & Restaurant Association's Gold Key Awards for Excellence in hospitality design include (top to bottom) Taste of Tokyo restaurant, New York Hilton business guest room, and Absolutely Gloria's restaurant.

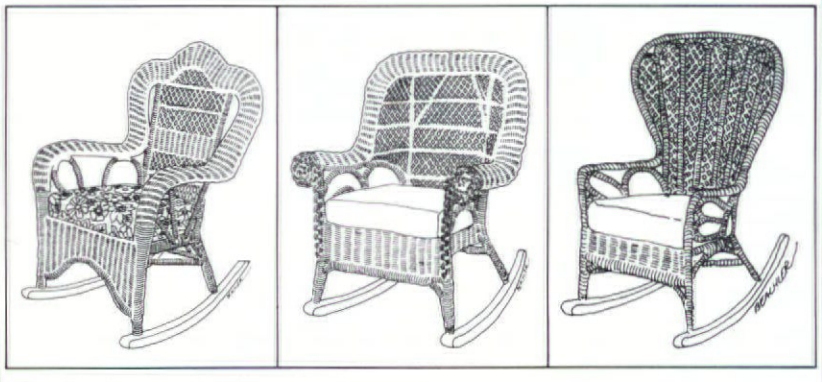


Among extensive workshops offered at the show is "Effective Interior Design & Environment," November 14, 4 p.m. Speaker is Robert DiLeonardo, principal, DiLeonardo International Inc.

More than 650 exhibitors are expected to display products and services at the show, according to management. Exhibits will be held at the New York Coliseum. Seminars and events will be based at the Sheraton Centre Hotel.

For further seminar and exhibit information, contact George Little Mgmt., Inc., 261 Madison Ave., New York, NY 10016; 212/986-4700.

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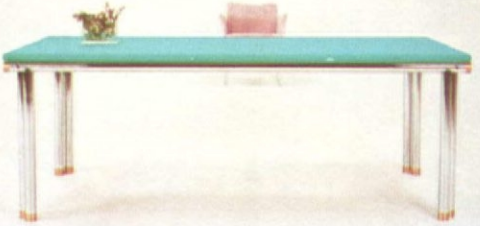
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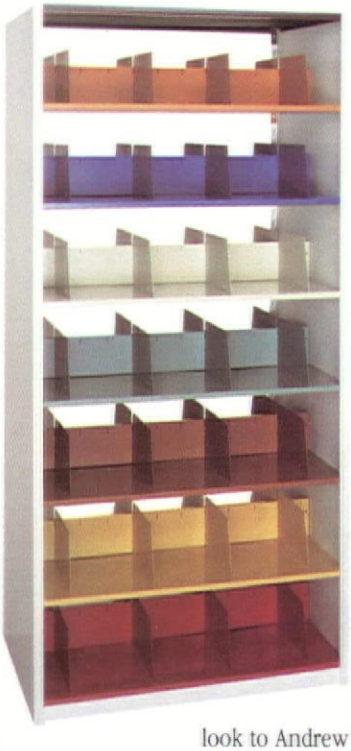
Insite Planners gains recognition as bank customer

New York—Insite Planners, a space planning and design firm, has been named "Customer of the Month" by The First Women's Bank, a Manhattan financial institution founded in 1975.

Customer recognition and sponsorship of non-profit art exhibitions are two ways by which the bank honors valued clients. The selection of Insite Planners coordinated with an exhibit of textiles dating from 1850, according to Judith Abrams, bank vice president.

Principals and founders of the two-year-old design firm are Roland Dick, Lucia Hahm, and Carol Tobin. The firm's projects include all Chanel boutiques and cosmetic counters in the U.S.; Wings Club, New York; and the Paul Taylor Dance Company Soho studios, school, and administrative offices, New York.

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Designer's Saturday set for Dallas

Dallas—"Designer's Saturday Dallas Style" is scheduled November 12 from noon to 5 p.m. at Lincoln City Club.

Six manufacturers will preview products to local designers. Participants are Steelcase, Knoll International, Sunar, Gunlocke, Condi, and Metropolitan.

Metroplex Business Interiors will host the event. The firm's officials report more than 500 area designers are expected to attend.

Cocktails will be served. For further information, contact Hal Matthews, Metroplex Business Interiors, 2600 Stemmons Frwy., Dallas, TX 75207; 214/630-7200.

Final program set for CAD seminar

New York—Conference officials estimate more than 150 registrants will participate in the fifth annual CONTRACT/*Facilities Design & Management* Computer-Aided Space Design (CAD) conference November 9-10.

Registration will take place both days from 8 to 9 a.m. at the Halloran House hotel, conference headquarters. CAD equipment exhibits will be open from 4 to 6 p.m. Wednesday, and 10:15 a.m. to 1:15 p.m. Thursday. Seminars are scheduled both days.

Among exhibitors recently leasing space are Planimetron, Micro Macro Systems, Ryan Group, and Resource Dynamics.

For information and registration forms contact Hilary Plunkett, Gralla Conferences, 1515 Broadway, New York, NY 10036; 212/869-1300.

OLUG plans seminar

San Francisco—December 4-7 mark the dates of the Office Landscape Users Group (OLUG) 30th symposium.

Scheduled at Fisherman's Wharf Holiday Inn, the event includes a tour and case study of Lockheed Missiles and Space Company Inc., Sunnyvale, Calif. Attendees will spend a full day reviewing state-of-the-art design in the firm's facilities.

For more information, call Frank Carberry, OLUG, 215/335-9400.



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Detail of Levolor D-400 Ceiling System.

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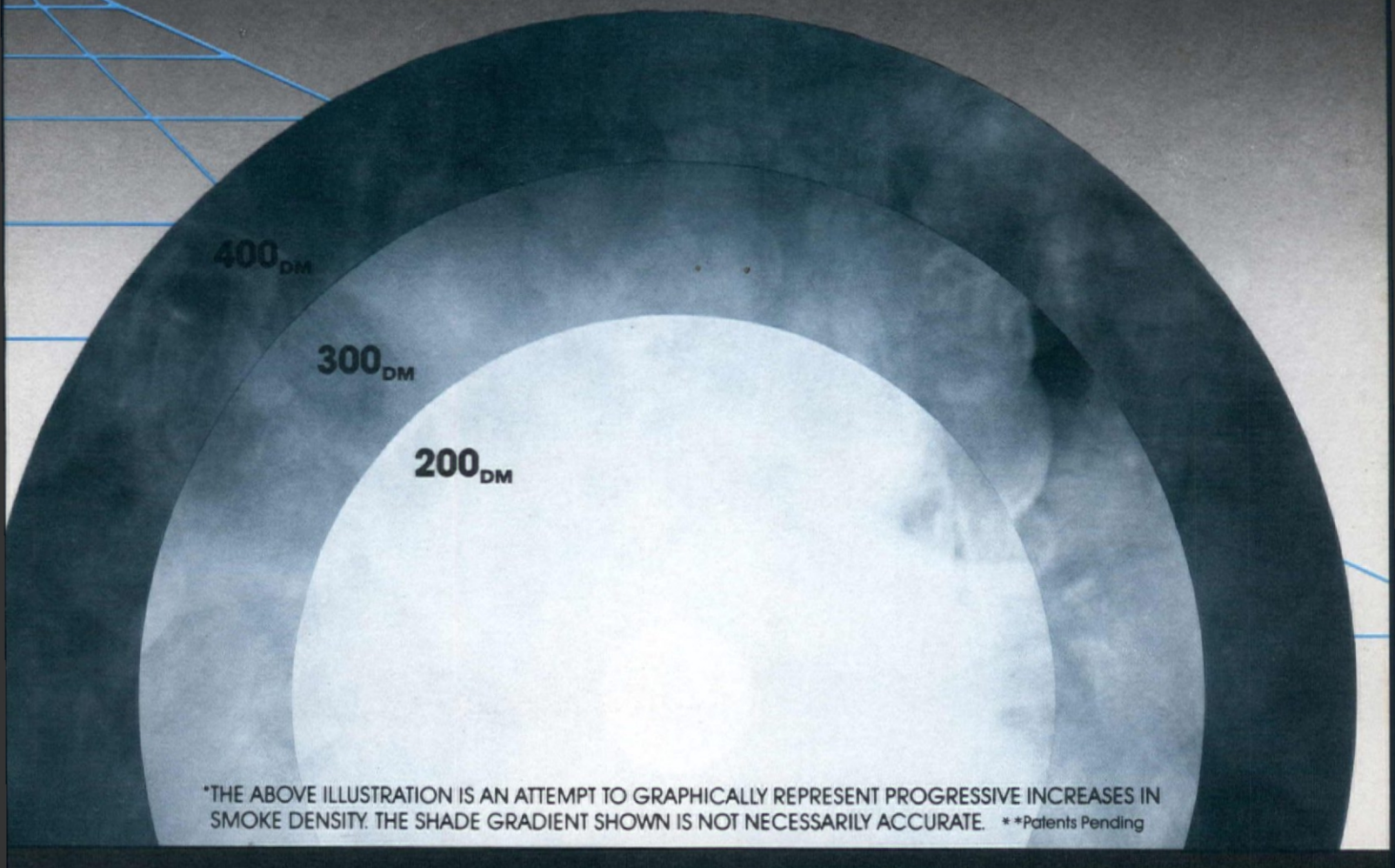
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Computer service firm debuts in Washington

Landover, Md.—Minigraph Inc. recently announced the opening of Minigraph/Washington, a computer graphics service and support center for clients in the greater Washington/Baltimore metro area.

Facilities include a 5,000-sq.-ft. center which operates 24 hours a day. The firm provides computerized design and drafting for engineering, design, architectural, industrial, and manufacturing applications.

Richard D. Skanron, manager of operations, reports the facility is the latest addition to an expanding network of such centers in the eastern U.S. Data communication links operations in four cities, including the firm's Philadelphia headquarters.

Clients of the company include Johns Hopkins University Applied Physics Lab, Electronic Data Services, and Westinghouse Corporation.

Further information is available through Minigraph Inc., 215/854-0777.



Circle 25 on reader service card

12 Daphnes awarded in 1983 contest

High Point, N.C.—A total of 12 Daphnes were awarded in the 1983 Daphne Furniture Awards program held here recently. Additional honors were bestowed on finalists in 10 categories.

Presented annually to furniture designers and manufacturers for noteworthy design achievement and value to the consumer, the Daphne Awards are sponsored by the Hardwood Institute. Categories for entry are grouped by three areas: furniture sold through retail channels, furniture distributed through designer showrooms, and limited production furniture.

Winners, categories named

This year's winners were American Drew, High Point, Collections/Retail category for American Independence Collection designed by Stilwell and Koontz; Sutton Reproductions, Winston-Salem, N.C., Reproductions/Retail category for Ladies Desk; Richardson Bros. Co., Sheboygan Falls, Wis., Dining Room/Retail category for Contemporary Lite dining chair; Ken Reinhard, Baltimore, Md., Quick Assembly/Retail category; and The Lane Co., Altavista, Va., Other Occasional-Traditional/Retail category.

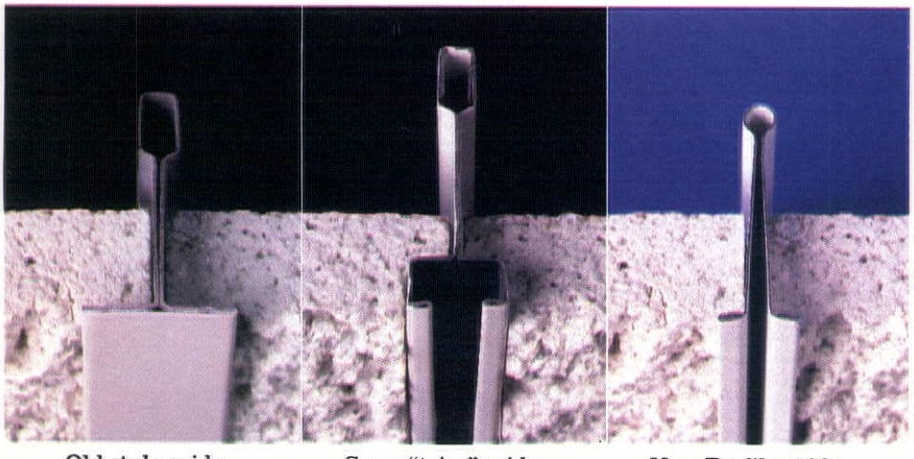
Other winners included Chattahoochee Makers Co., Atlanta, Occasional Seating/Designer Showroom category; Joe Agati, Chicago, Limited Production Category; William Brouwer Woodworks, Cambridge, Mass., Bedroom/Retail category; Kimball International, Jasper, Ind., Occasional Tables and Desks/Retail category for a Honduras mahogany table/desk designed by Ole Christensen; Dan Droz, Pittsburgh, Other Occasional-Modern/Retail category for a home computer stand designed for Taylor Woodcraft, Malta, Oh.; Swaim Originals, High Point, Upholstered/Retail category for an oversized, leather sofa designed by John Mascheroni; and Casa Stradivari, Brooklyn, N.Y., Occasional Furniture/Designer Showroom category.

Finalists included Southhampton Co., Davis Cabinet, Drexel-Heritage, Howe Furniture, Jack Lenor Larsen, Jay Peters, John Tierney, and Dale Broholm.

NEW from U.S.G.

new sophistication
for low-cost
ceilings

panels suspended by shadow



Old style grids are flat and wide. Give ceilings a boxed-in look.

Some "trim" grids work only with specially cut panel edges, not standard.

New Profile grids take standard, square-edge panels.

USG Profile™ Ceiling Grid System

The new USG PROFILE grid is a neat, narrow, almost invisible "V." The void in the "V" profiles each panel with a deep shadow on all four sides. It's as though panels are suspended by shadow!

This new, sophisticated design looks expensive, but it's not. USG PROFILE grids are moderately priced; take standard, economical AURATONE® or ACOUSTONE® 2 x 2 or 2 x 4 ft. panels with no special edges needed. For details, see your U.S.G. Representative or write us at 101 S. Wacker Dr., Chicago, IL 60606, Dept. C1083U .

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BUILDING AMERICA

Circle 26 on reader service card

Karastan has all but eliminated the problems you've faced with patterned tufted carpets.

Mismatched patterns. Delamination. Dimensional instability.

To solve these very common problems, Karastan came up with a very uncommon solution: Kara-Grid.

Kara-Grid is Karastan's new patent-pending process which combines the design precision and structural integrity of weaving with the economy of tufting.

All Kara-Grid carpets are given our unique single backing called Grid-Loc which serves to reinforce the superior body, strength, and heft of these new yarn-dyed, multicolor, patterned tufted carpets.

The Kara-Grid carpet shown here, Data Bank, is part of our new Design Coordinates Collection fashioned of soil-concealing, built-in static-control DuPont ANTRON® III nylon.

Of course, it goes without saying that our new line has all the subtle beauty and elegance that Karastan is known for. But we thought it was worth mentioning, anyway.

Karastan®

Karastan Rug Mills, a Division of Fieldcrest Mills, Inc.


Suit by Alun

Construction begins on Showplace Square Contract Center

San Francisco—Construction has begun on Contract Center at Showplace Square, an $8 million warehouse renovation to design facilities.

Scheduled for completion in Fall 1984, the center will house commercial and institutional furnishings showrooms in 75,000 sq. ft. on four floors. Adjacent vacant land is available for an additional 200,000 sq. ft.

Architectural planning contracts have been awarded Environmental Planning & Research (EPR) design and planning firm. The property is being developed by Bay West Development Company. General contractor is Aberthaw Construction Company.

Leasing information is available from Martha Thompson, vice president of leasing, Showplace Square Executive Office, 2 Henry Adams St., San Francisco, CA 94103; 415/864-1500.

The warehouse at 7th and Townsend Streets was formerly a Fibreboard facility.



Rendering shows brick warehouse exterior to be restored at Showplace Square.

Abstract designs take Fields awards

Boston—Awards totaling $3,000 were presented to three designers by Edward Fields Inc. in the carpet firm's fifth Wool Rug Design Competition.

Winning abstract patterns included "Memory," first-prize entry of Janice Bernson, ASID associate member, freelance designer, River Forest, Ill. Karen DeWald, ASID, Silver Springs, Md., placed second for her "Harbor Lights" design. Third place winner was Charlotte Jensen, ASID associate member, San Diego, Calif., for "Moon River" carpet motif.

Honorable mentions were awarded Anne Harris, New York, and Michael Hemes, Rochester, N.Y.



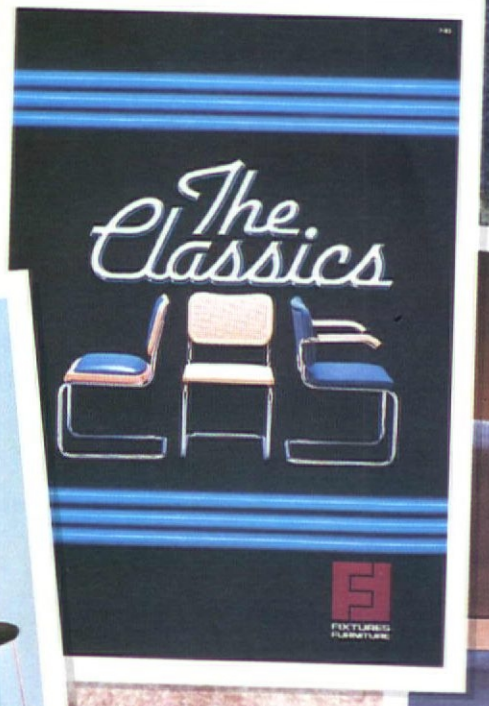
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FABRIC COLLECTION
FIXTURES FURNITURE





FABRIC COLLECTION
FIXTURES FURNITURE







FIXTURES FURNITURE

A reminder of the products we introduced in 1983 • the fascinating FLIP-SEAT™ • the beauty of wood united with the strength of steel in Torno™ • a rebirth of a Classic • the "d chair"® with new wood and upholstered models • the enchantment of rio™. And the Designer Collection — Fabrics and Finishes for every application. Still need a reminder? Write on your letterhead or call now.

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Kansas City, Missouri 64126
800/821-3500 • 816/241-4500
Telex: 434218 Fixtures KSC

This chair is covered for filibustering senators, overworked congressmen, and high-powered lawyers.

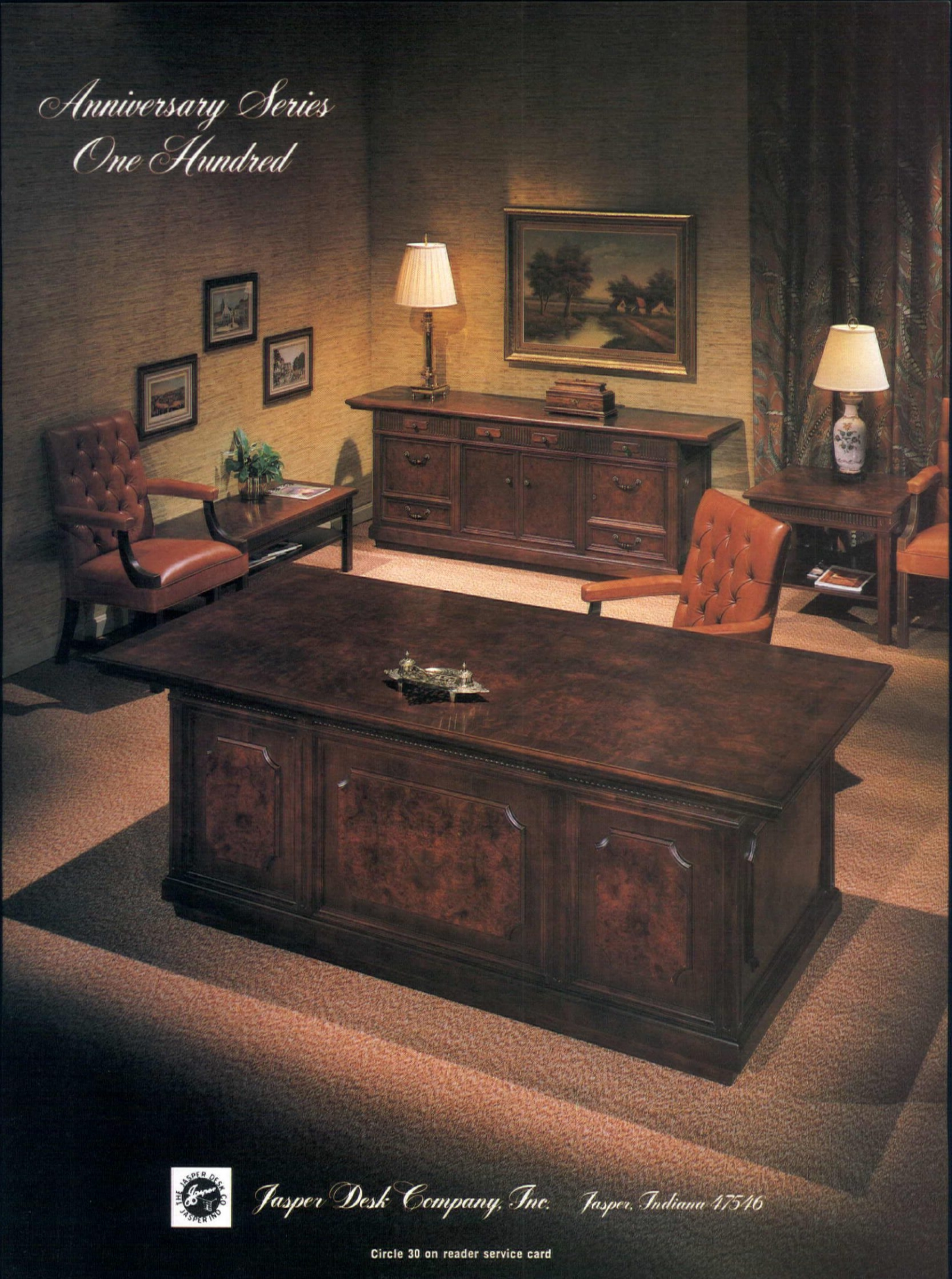
For the seats of government, law offices, literary houses, brokerage houses, company presidents and senior partners, Lee Jofa presents COM, an entire collection of beautiful, bold contract fabrics. Cover yourself with Lee Jofa COM. See it at the D & D Building, 979 Third Avenue, New York, and in other major cities. (212) 889-3900.

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With Award-Winning UniTek™ Adjustable Keyboard Pads by Haworth. Place keyboard pads on any work surface or table, and we'll put your ideas in motion. In-out, side-to-side, swiveling back and forth, or tucked away from view, IBD Gold Award-winning UniTek Adjustable Keyboard Pads will accommodate.

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HAWORTH

OFFICE INTERIOR SYSTEMS

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CONTRACT QUOTES

PRODUCTIVITY EMPHASIS CAUSES BASIC CHANGE



James. N. Stein
Mktg. Manager
Westinghouse
Arch. Systems
Grand Rapids, MI—

"The growing emphasis on productivity will force basic changes in the way the contract industry does business. End users are going to demand that designers, manufacturers, and dealers work more closely together to insure that they receive full value for their dollars. In the past, many manufacturers have done virtually everything—they designed the product, did space planning, and sold directly through dealers. I think this will change. Designers, manufacturers, and dealers are all going to have to provide more specialized services based on our area of expertise, and rely more heavily on each other for supporting services."

CAD MGMT. NEEDED AS USAGE SPREADS



Pat Brown
President
Interactive
Graphics Services
Association
Indianapolis—

"In all honesty, our industry is at a crossroads because CAD will reach a lot more designers and architects. CAD systems will come down in price to $50,000 or $60,000 with access to higher-grade systems. The biggest problem in going to computers is people resources. That is, the problem does not lie in hardware/software, but in managing the systems, aligning with experienced people, and sharing resources."

COMPUTER INTEGRATION SPURS BUSINESS



David M. Arrigoni
President
Arrigoni
Computers
Los Gatos, CA—

"We see sales picking up, indicating an economic comeback. More importantly, we see greater integration of CAD, and a design community that is thirsty for more resources. Every designer is scared to death of CAD and what's to come. Design systems should allow designers to create in their heads then quickly and efficiently record their thoughts into design elements. Managers should be familiar with systems, but complete knowledge is not necessary for management."

GOVERNMENT R&D CAN BENEFIT DESIGN



Hilario Candela
President
Spillis Candela
& Partners Inc.
Coral Cables,
FL—

"Every year, a wealth of technology is developed as a result of federally funded research and development programs. The impact of this technology on building design and construction is a known quantity and can be described in terms of energy-savings, product durability, life-cycle cost benefits, and more efficient operation systems. But how does the design industry find out about the work being done and apply it to our profession? My suggestions include: establishing an insider group of designer professionals to track government-sponsored R&D; organizing an industrial research board of representatives from military, aerospace, and other government-sponsored research programs who would consider technological needs of other industries; establishing symposium programs that would enable sharing of applicable design approaches; and promoting communication of government-project research. Government and industry must join together in every area that could favorably influence the nation's economic performance."

CHOOSE OVERLAY SYSTEMS FOR EFFECTIVE TOOLS



Ed Powers
Associate
Gresham Smith &
Partners
Nashville, TN—

"Get into systems drafting that utilizes an overlay method. Most systems have this and it is an effective tool for reorganization of design elements. CAD is a marketing tool when systems have such capabilities. They allow designers and architects to illustrate design elements layer after layer."

INDUSTRY OFFSETS COSTS OF MAN-MADE PRODUCTS

J.A. Krol, General Manager
Textile Fibers Dept., Du Pont
Wilmington, DE—

"A manufacturer's carpet fiber costs include the price of raw materials, conversion, distribution, and marketing. Today's raw materials are based on petroleum. Despite the rising price of oil, nylon fibers have actually declined in cost since 1960. We now project that the real cost of oil should rise modestly rather than dramatically over the next 15-to-20 years. In addition, our industry is modernizing by using computer-aided manufacturing, product handling, and distribution methods."



Circle 32 on reader service card

Artec



TFS–A Restatement of Traditional Ambience

The traditional quality of TFS is defined by American Black Walnut veneers and solids, silk panel fabrics, beveled walnut top caps and optional decorative molding. Vital office functions are addressed by features including the patented Remote Centra locking system, a complete task/ambient lighting package and a six-wire, three-circuit electrical system. The combination of traditional detailing with effective solutions to the needs of the electronic office, space and storage efficiency, privacy, flexibility and function results in a highly distinctive office system.

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Showrooms: Atlanta 404.233.2229 Boston 617.357.5505 Chicago 312.644.8144 Dallas 214.869.0480 Denver 303.295.7066 Houston 713.629.7711 Los Angeles 213.854.1882 New York 212.753.6161 Seattle 206.763.1330

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Feltex delivers carpet to America at 668mph.

New Zealand is the home of the largest manufacturer of woollen carpets in the World - Feltex.

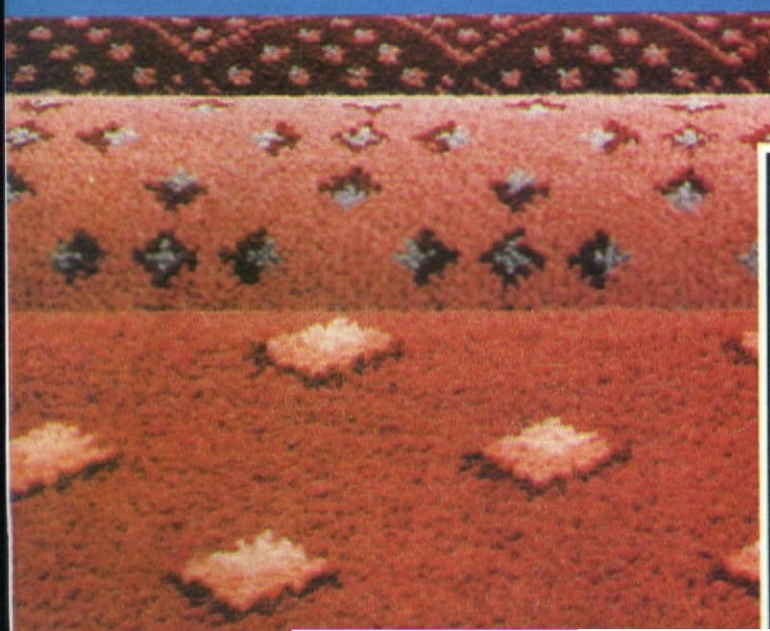
Feltex won its first major contract in America in 1973. Today we're carpeting major hotel chains, restaurants, office towers, cruise ships and 747's.

We specialise in wool rich Axminsters and Wiltons, as well as conventional and jet-dyed tufted products.

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We fly our carpet into the United States. 6,000 miles at 668mph means we are only 9 short hours away.

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Telephone: (213) 659-8053

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Dommenick Monno,
Feltex Carpets of
New Zealand Inc.
919 3rd Avenue —
The Carpet Centre,
New York
Telephone:(212)751-0854
Telex: via Los Angeles
office 181362

CHICAGO
Geoff Cullum,
Feltex Carpets of
New Zealand Inc.
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Merchandise Mart,
Chicago, Illinois 60654,
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Feltex

CARPETMAKERS TO THE WORLD

Circle 34 on reader service card



Introducing Quantum. New from Brown Jordan.

Made to satisfy your most demanding client. Quantum is an exciting new concept in leisure furniture. Now, a single frame with three seating modes: mesh, cushions or vinyl strap provide a choice to satisfy specific needs. And Quantum is ruggedly made. Welded frames are made of a special oversize extruded aluminum protected by Brown Jordan's exclusive UltraFuse® finish for long trouble-free use. Features and durability are important, but it's Quantum's attractive and commanding appearance that will gain the attention of your client. All popular dining, seating and accessory pieces are included.

Brown Jordan

Circle 35 on reader service card

For a free 72-page full-color catalog, write on your letterhead to Brown Jordan, Dept. GX673, P.O. Box 5688, El Monte, California 91734. Showrooms: Atlanta · Chicago · Costa Mesa · Dallas High Point · Los Angeles · Miami · New York City · San Francisco · Seattle · Washington D.C. · Amsterdam · Dubai · Geneva · Hong Kong · Karlsruhe · Nicosia · Riyadh · Singapore · Sydney

HIEBERT

420 SERIES

A family of chairs designed for executive and task seating.

Open arm version is optional with fabric covered arms...or wood caps.

Closed or open arm models are available in three heights.

The exceptionally smooth ride unique to this seating is accomplished by a tilt mechanism placed in a forward position which precludes under knee pressure. Backs are specially formed to give maximum support.

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Showrooms: Dallas, Houston, Kansas City, Minneapolis, Los Angeles, San Francisco, Chicago, Philadelphia, St. Louis, and Washington, D.C.
DIVISION, HON INDUSTRIES

Circle 36 on reader service card







A VELVET TOUCH™ FULL EXTENSION SLIDE AT AN ECONOMY PRICE!

Now, with the introduction of the 528 slide, you can afford to put a 'Velvet Touch' full extension slide on every drawer!

Rated at 75 lbs. per pair, the 528 has cushioned stops and all ball bearing action for smooth, quiet operation. The slide also has anti-bounce back tabs and positive out stops with a lift up disconnect.

If you haven't already turned to Grant for your quality slides, now is the time. New product developments plus the broadest line in the industry make Grant the logical choice for all your drawer slide requirements.

Write or call for complete information.

GRANT

GRANT HARDWARE COMPANY
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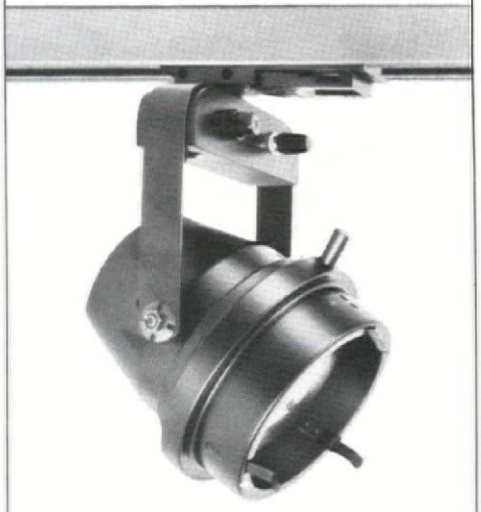
Circle 37 on reader service card

Raster display, graphics processor included in CAD package



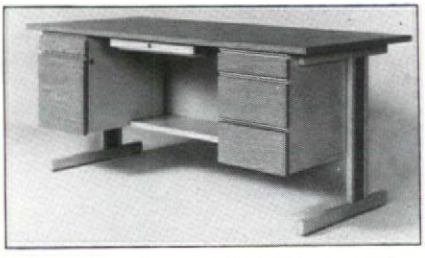
ProDraft hardware package from Bausch & Lomb includes 15-in., high-resolution raster display with graphics processor; a menu tablet for drafting repetitive figures and functions; a single-sheet A to D size plotter; and a 6.7 megabyte Winchester disc drive. Special computer-aided design (CAD) menus include HVAC and renovation packages. A step-by-step implementation guide is included.
Circle No. 333.

Integral dimmer reduces light, saves energy



Lighting Services Inc. offers fixtures with integral dimmers that permit wide variances in light intensities. As a result, less power is consumed for greater energy savings and longer lamp life. Called Series 200, fixtures accept all standard voltage, side-prong, PAR lamps that consume 200 watts or less.
Circle No. 331.

Drawer pedestal system has retrofit design



Tiffany Stand now offers drawer pedestals designed to retrofit with the firm's Communication Station. Pedestals mount beneath the desktop and are attached through pre-drilled holes.
Circle No. 332.

Electronic device measures up to 100-ft. distances ultrasonically



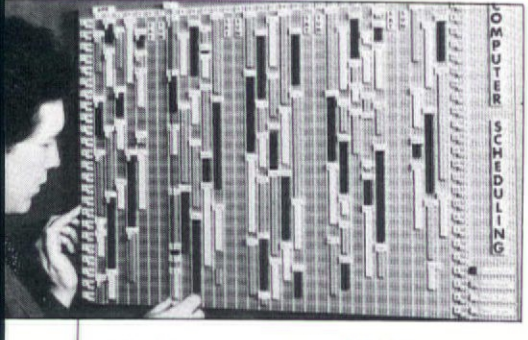
Sonarange, a microelectronic measuring device designed by British engineer Paul Hank, facilitates height, width, and depth measurements at the touch of a button. Capable of tracking distances from within one-tenth of a foot to 100 ft., system responds to high frequency sound waves. Large, liquid crystal display renders clear read-outs in all lighting conditions and offers metric and standard measurements. Target indicator aids positive operation for slant dimension measurements. Product is available through Penray Instruments Ltd. **Circle No. 328.**

One-touch drive eases adjustment of worksurfaces



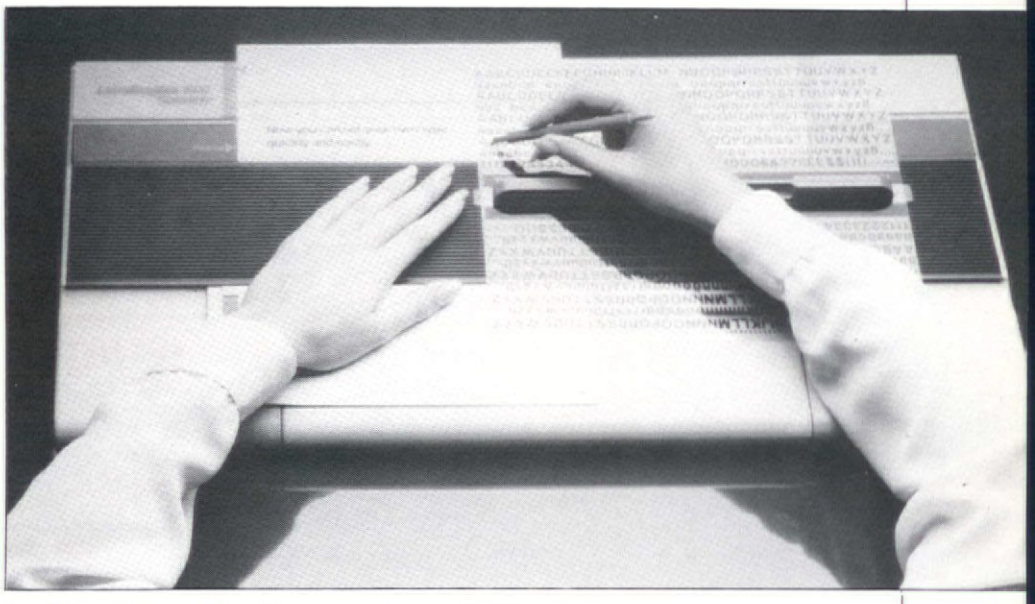
One-touch central drive adjustment that raises and lowers worksurfaces is a standard feature of #3890 terminal stand from Monarch Computer Products. Engineered to adjust to a variety of angles, system assures correct posture and eliminates operator muscle strain. Laminated tops are offered in a variety of colors; steel leg uprights and frame are finished in glare-free putty. **Circle No. 327.**

Calendar tracks computer user schedules



Modulex computer scheduling system provides at-a-glance tracking of computer user schedules. Calendar operates on a 31-day cycle and breaks down each 24-hour period by 15-minute increments. System features a 30-in. wide by 20-in. high baseboard with knobs that accept color-coded markers. Write-on components identify jobs while color components indicate job functions. **Circle No. 326.**

Accurate type & line registration assured by typesetter



Esselte Letraset offers LetraGraphix Typesetting System which is designed to assure accurate registration and positioning of letters and lines. Type bar holds original copy securely in place, thereby improving dry transfer of various type styles, sizes, and colors. **Circle No. 330.**

Minicomputer incorporates graphics for general drafting system



A low-cost drafting or design version of Applied Research's General Drafting System (GDS) is now available through McAuto/McDonnell Douglas. System centers around firm's Prime 2250 32-bit minicomputer and features a graphics terminal as well as the GDS software. Total system costs approximately $100,000 and is compatible with McAuto BDS, a three-dimensional building design system. **Circle No. 329.**



kinu silk collection

Mulberry branches, such as these from an Eizen woodblock print of 1838, were vital to the production of antique Japanese silk. Once available as a luxury fabric only, silk is now offered by JG in specially

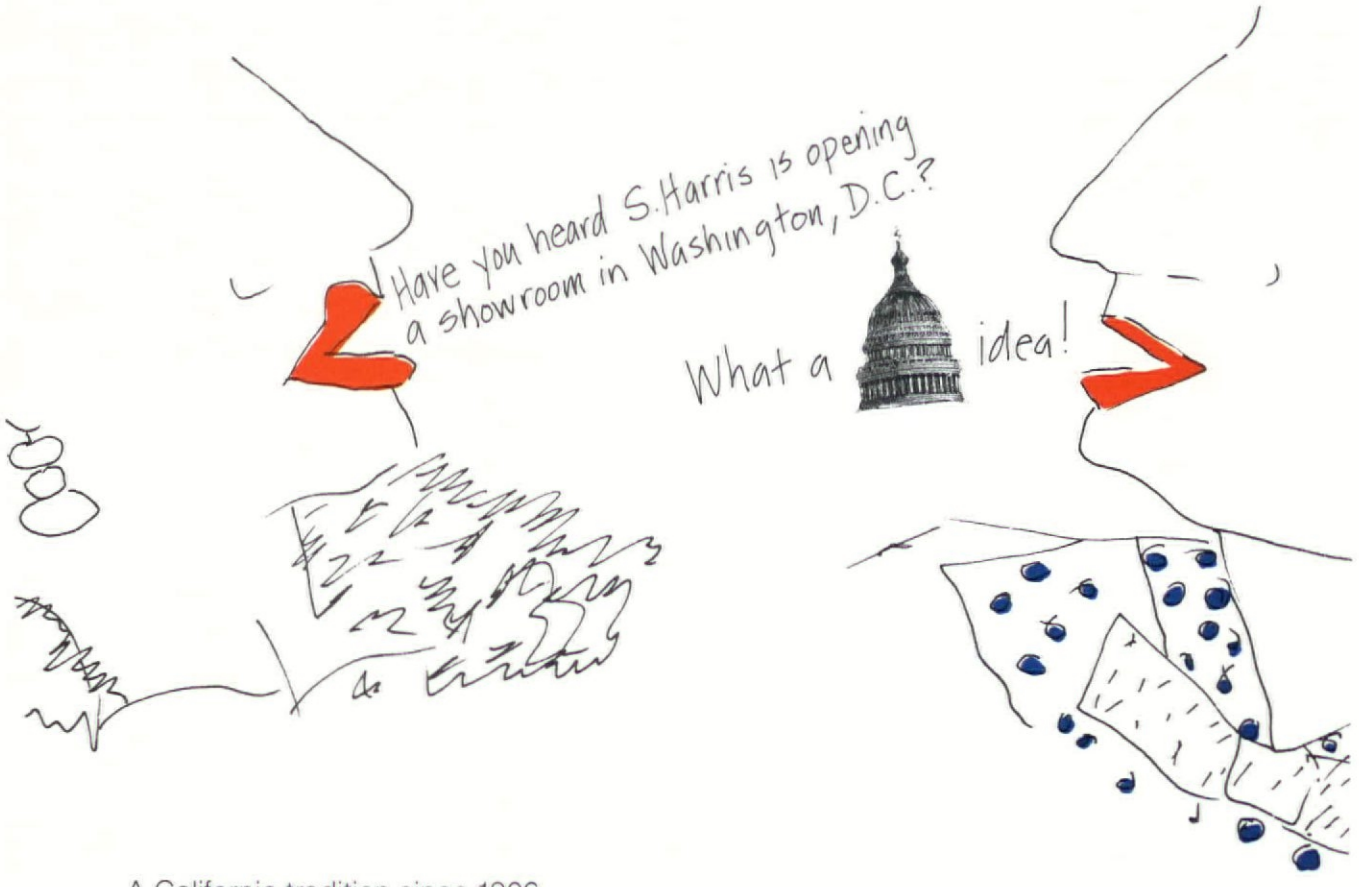


designed blends for use in contemporary open plan environments. The Kinu Silk Collection brochure with the full Eizen print and swatches of both the plain and textured weaves is available upon request.

JG Furniture Systems
Quakertown, PA 18951

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Circle 125



A California tradition since 1906.

S. Harris combines the best of the old with the innovativeness of the new. Fabric and wallcoverings for the contract and residential designer. Now, a salute to our new showroom in Washington, D.C.
The Design Center, Space 721
300 D Street S.W.
202/554-0700
Opening in December.

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Corporate Headquarters: S. Harris & Co., Inc., 991 Francisco Street, Torrance, California 90502 (213) 538-4900

Du Pont TEFLON® soil & stain repeller

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SPACESAVER

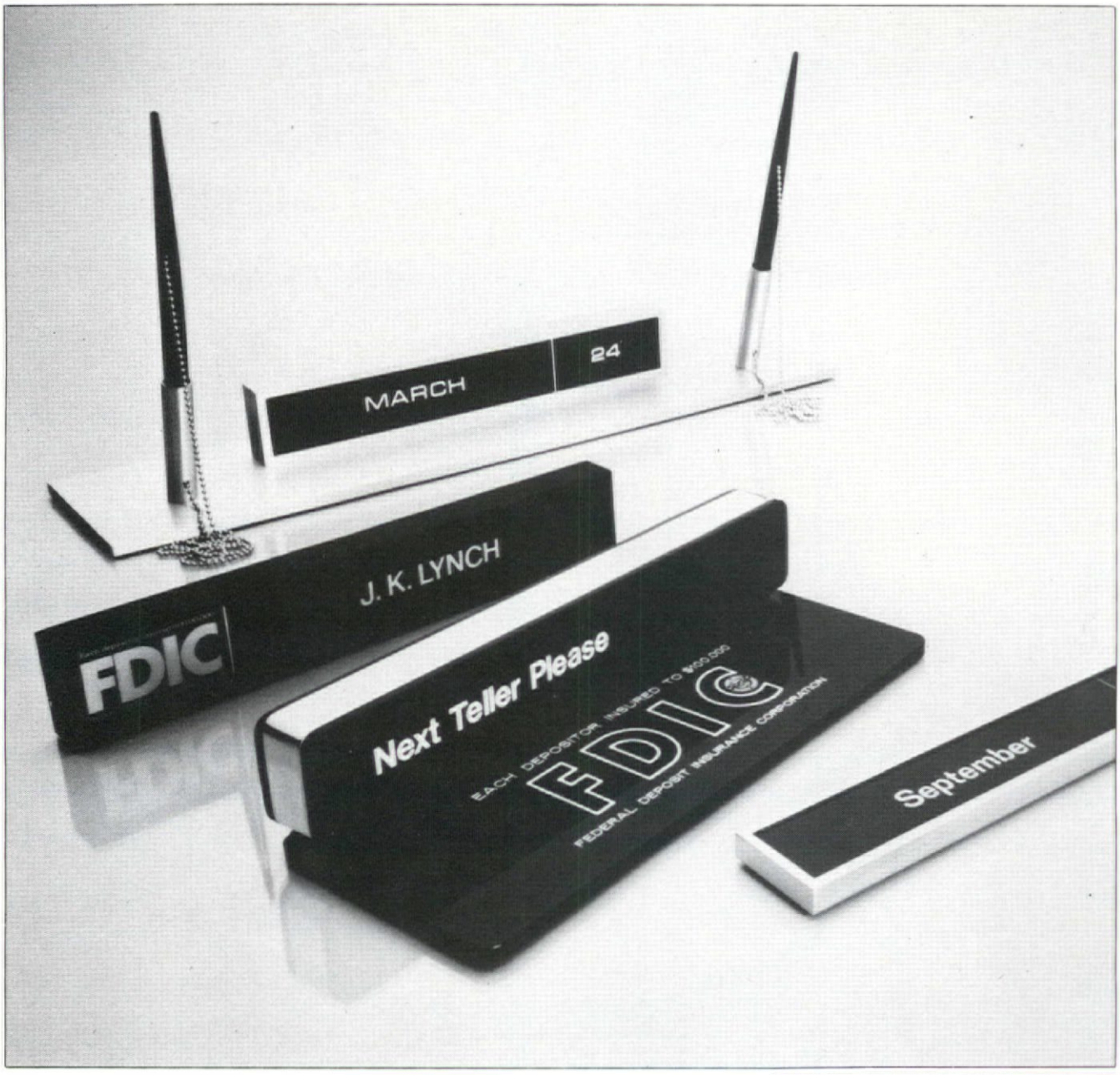
HIGH-DENSITY MOBILE STORAGE SYSTEMS



Spacesaver understands the value of space... and commends its intelligent and creative use. By recapturing wasted non-productive aisles, we double storage capacity without increasing the original space... or save 50% of space with the same storage density. Spacesaver is the leading manufacturer of high-density mobile storage systems in North America. Ongoing investments in superior engineering, advanced "state-of-the-art" electronics and dedicated personnel continuously yield innovative products that excel in the marketplace. Coupled with a life-long commitment to quality, Spacesaver assures distinctive high-density mobile storage systems in appearance, reliability and performance.

Spacesaver Corporation, 1450 Janesville Avenue, Ft. Atkinson, WI 53538 Tel: (414) 563-5546

Circle 39 on reader service card



Specialty bank signage incorporates FDIC, FSLIC logos

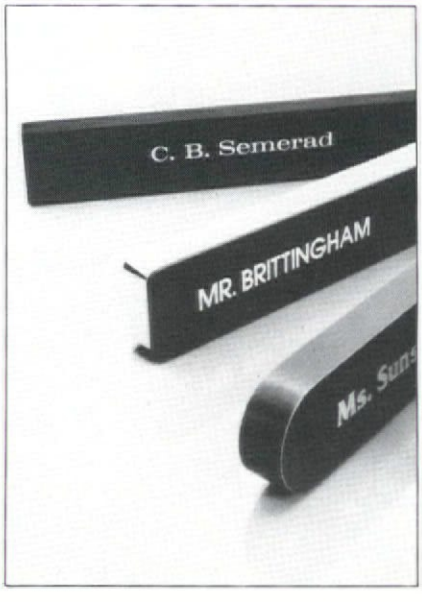
Bank Products Company, a division of BPC Enterprises Inc., manufactures desk and wall signs in a Bank Specialty Series which includes teller signs, calendar units, and combination calendar/pen varieties for check stands.

Recessed signage consists of frame and insert which adhere magnetically to allow making easy changes. Flush mount signs are flush with the magnetic framing device with either square or radius corners.

Panel wall signs present a clean, flat-edge detail in acrylic, aluminum, or bronze. Solid desk signs are precision fabricated from solid aluminum or bronze bar stock for durability.

Furnished with flush teller signs for banking installations are "Next Teller Please" replacements. Units combine with FDIC or FSLIC bases and logos.

Recessed calendar units are single- or double-faced for use on a counter top or wall. **Circle No. 263.**



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E C H O 4 4 4



ECHO–444
A touch of elegance for conference, guest and dining chairs. Stacks easily. Oak or walnut.

Hayes has a large selection of contemporary seating—for conference, office and lounge areas.

For more information, your area representative, a catalog, the Hayes Fabric Collection, contact:

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H A Y E S

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INTRODUCING

THE HEAVYWEIGHT LIGHT WEIGHTS.

When the design possibilities are unlimited. But the budget is not.

Sometimes your imagination soars, but your budget runs right into the wall. That's when the Vicrlite collection of wallcoverings can help.

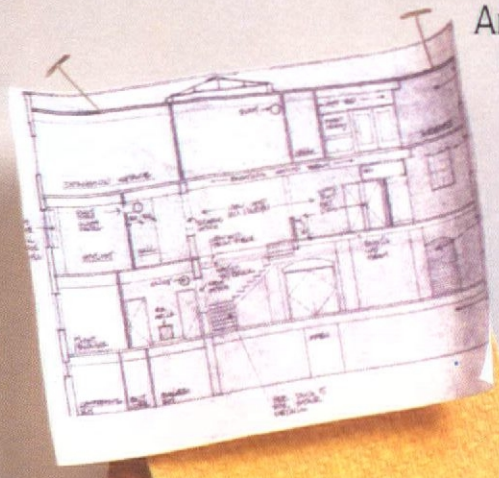
Vicrlite is the new light weight member of the award-winning Vicrtex family, the heavyweights in the industry for design and durability.

Vicrlite has inherited those same fine qualities.

With 31 textures and prints in over 500 gorgeous colorways, your wall will never be flat again.

And though it might have slimmed down a bit, Vicrlite is still strong. It stands up to abuse like a champ, and has a Class A fire rating, just like our heavier wallcoverings.

With Vicrlite, you'll find light is beautiful. And low budgets will never hang you up again.





VICRLITE

WALLCOVERINGS BY VICRTEX

L.E. Carpenter & Company,
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Win, Place, and Show with three new carpet qualities from Colonnade designed to withstand wear and tear. Briarpointe pin dot, Briarcliff level loop and Briarwood cut and uncut texture are interrelated, color coordinated, shock proof...because all three are made from Marquésa® Lana 100% olefin by Amoco. An economic 21st Century fiber designed for the elegant look of spun wool and the wearability of filament yarn. Solution dyed colors are locked-in to provide tremendous stain resistance, color consistency, and unlimited coordination possibilities. Colonnade Carpets...the designer's choice for beauty and long wear.

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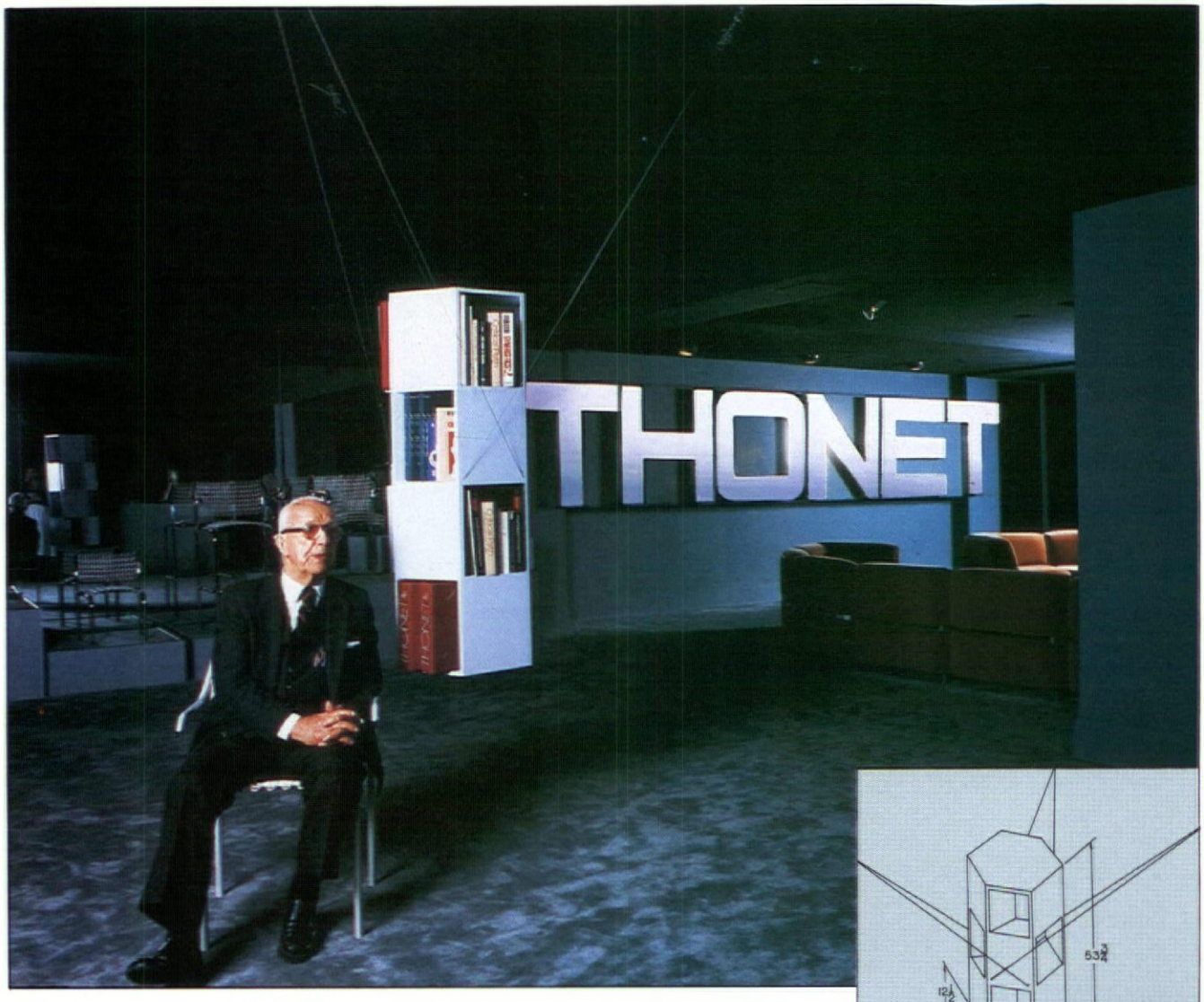


Signs
Bank Accessories
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Architectural Metal Work
Desk Accessories

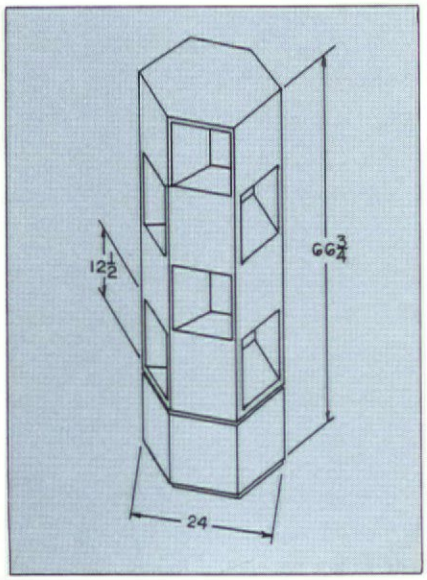
Write for complete catalog.

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Hoboken, NJ 07030
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212 473-1630

Circle 3 on reader service card.



Innovative hanging storage/library unit marks Fuller's only furniture design



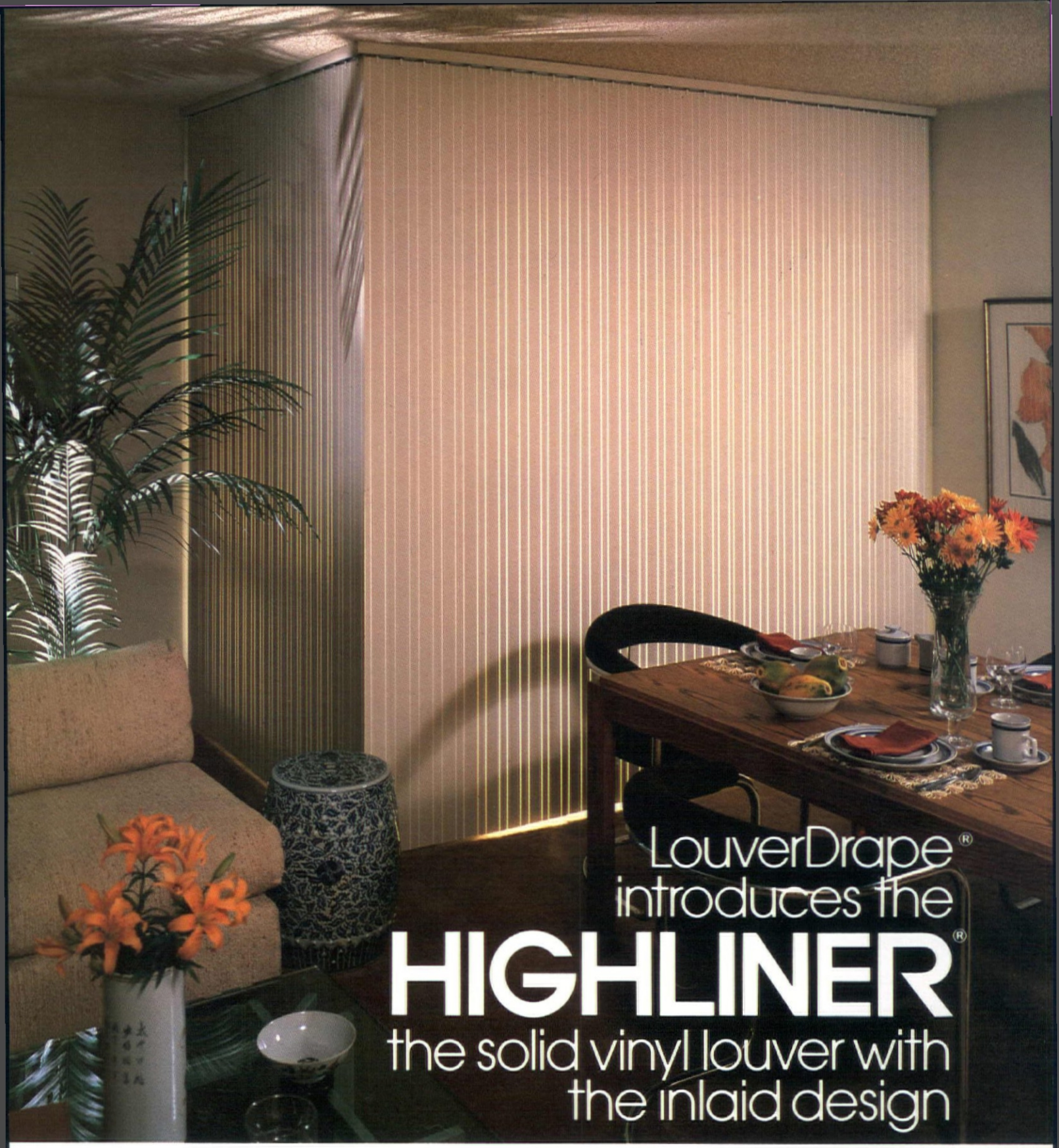
The late R. Buckminster Fuller created his only furniture piece with the same innovative, experimental qualities he practiced in invention and philosophy. Hang It All™ storage and library unit is just that—a hanging, hexagonal case for books or other items.

Thonet will produce the piece in a limited edition series of 500, each marked by a plaque engraved with Fuller's signature. Fuller's concept for the design emerged from a previous idea for a floating, tension-supported table for the 4-D house in 1928. The bookcase is finished in a catalyzed polyurethane ultrasonic chrome color.

Six high-strength tension cables plus support base are standard. Unit contains 12 shelves. Thomas Tse Kwai Zung was design adjuvant. **Circle No. 344.**

Thonet participants in the Hang It All project which began in 1981 included (l. to r.) David Rowland, product designer; Joan Burgasser, vice president, design; the late R. Buckminster Fuller, inventor; and Phyllis McCullough, director, marketing.





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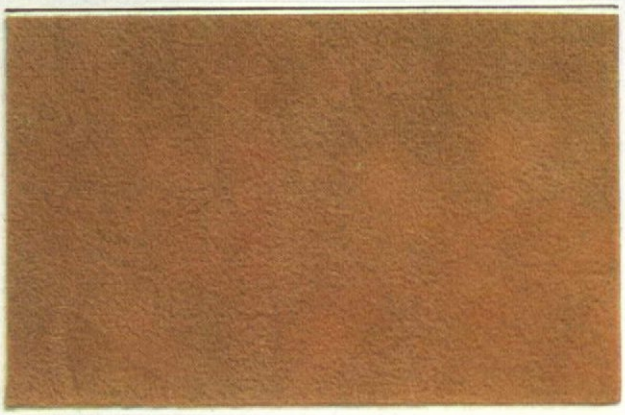
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executive suite / open office / hospitality / health care / retail

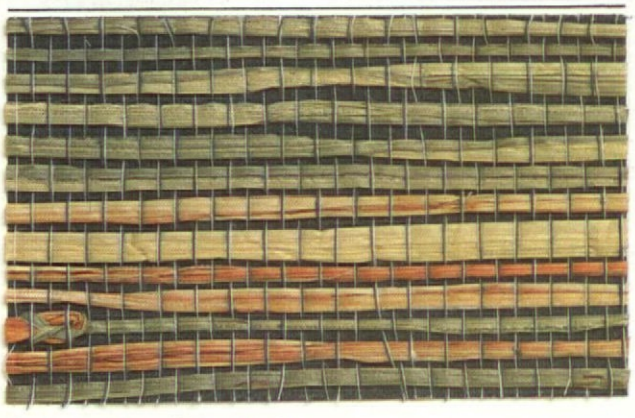
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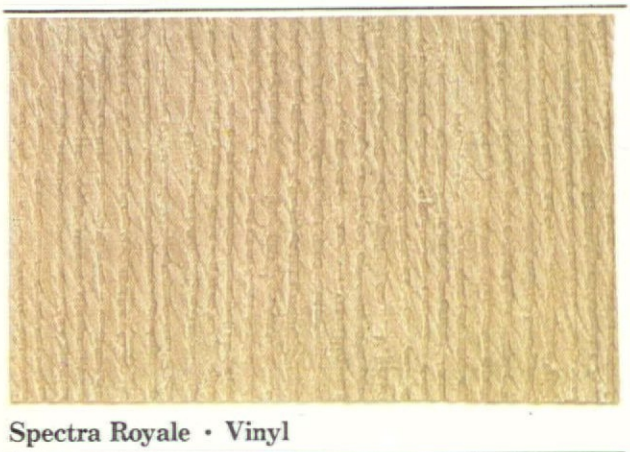
Spectra Royale • Vinyl



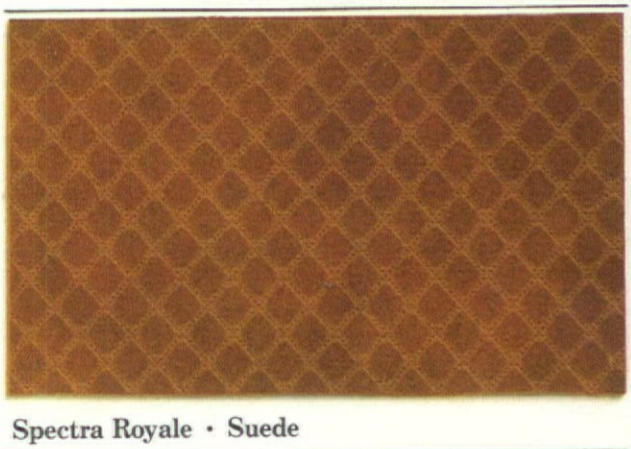
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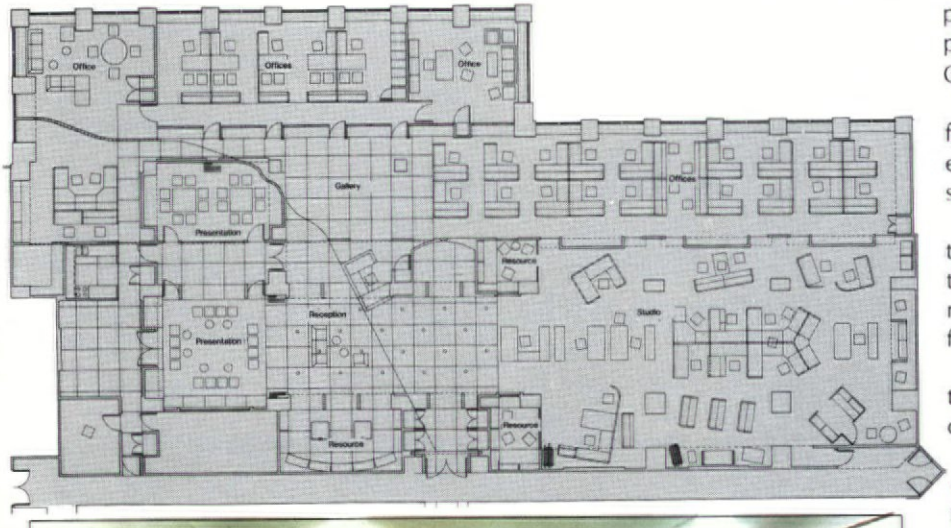
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To learn how Conwed can put the science of Intérics to work for you, stop by our New York showroom during Designer Saturday.
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Chicago Showroom: Merchandise Mart, Suite 929, Chicago, IL 60654
New York Showroom: A&D Building, 150 East 58th Street, New York, NY 10155
INTÉRICS
The science of creating environments that work.℠
Circle 47 on reader service card

Steelcase New York showroom is neutral, non-office space

A neutral, non-office environment for the New York showroom of Steelcase permits flexibility for exploration of product features and applications, according to showroom designer Samuel J. DeSanto, Samuel J. DeSanto and Associates, space planners.

Set within the 15,000-sq.-ft. space is a 2,800-sq.-ft. working studio, a design concept reinforced in several ways, according to DeSanto. "A wood floor, aluminum shuttered doors at openings, and gray glazed-block wall enhance the utility and functional nature of the space. The setting calls attention to the quality of individual products," he explains.





Another showroom feature, an exhibit focusing on architecture and design, is a permanent element with changing displays. Frank Lloyd Wright and Wendell Castle furniture is currently displayed.

Resource space provides a look at fabrics and finishes, with nearby rooms equipped wih worktables and a research library.

State-of-the-art audio/visual capabilities are part of the presentation area of the showroom. An adjacent mock-up room allows client viewing of specified furniture and configurations.

Steelcase furniture systems are in actual use in managers' offices, which line one wall of the space.

This new facility at 245 Park Ave. provides 60 percent more space than the firm's previous quarters. Steelcase has recently opened new showrooms at the Washington, D.C. Design Center and IDS Tower in Minneapolis. "Each is strongly influenced by its location," according to Paul Witting, senior vice president, marketing. "The Washington showroom reflects the classical architecture of the area, while the Minneapolis showroom reflects the Mississippi River's influence on the region."





More versatility from the Tretford Surface System:



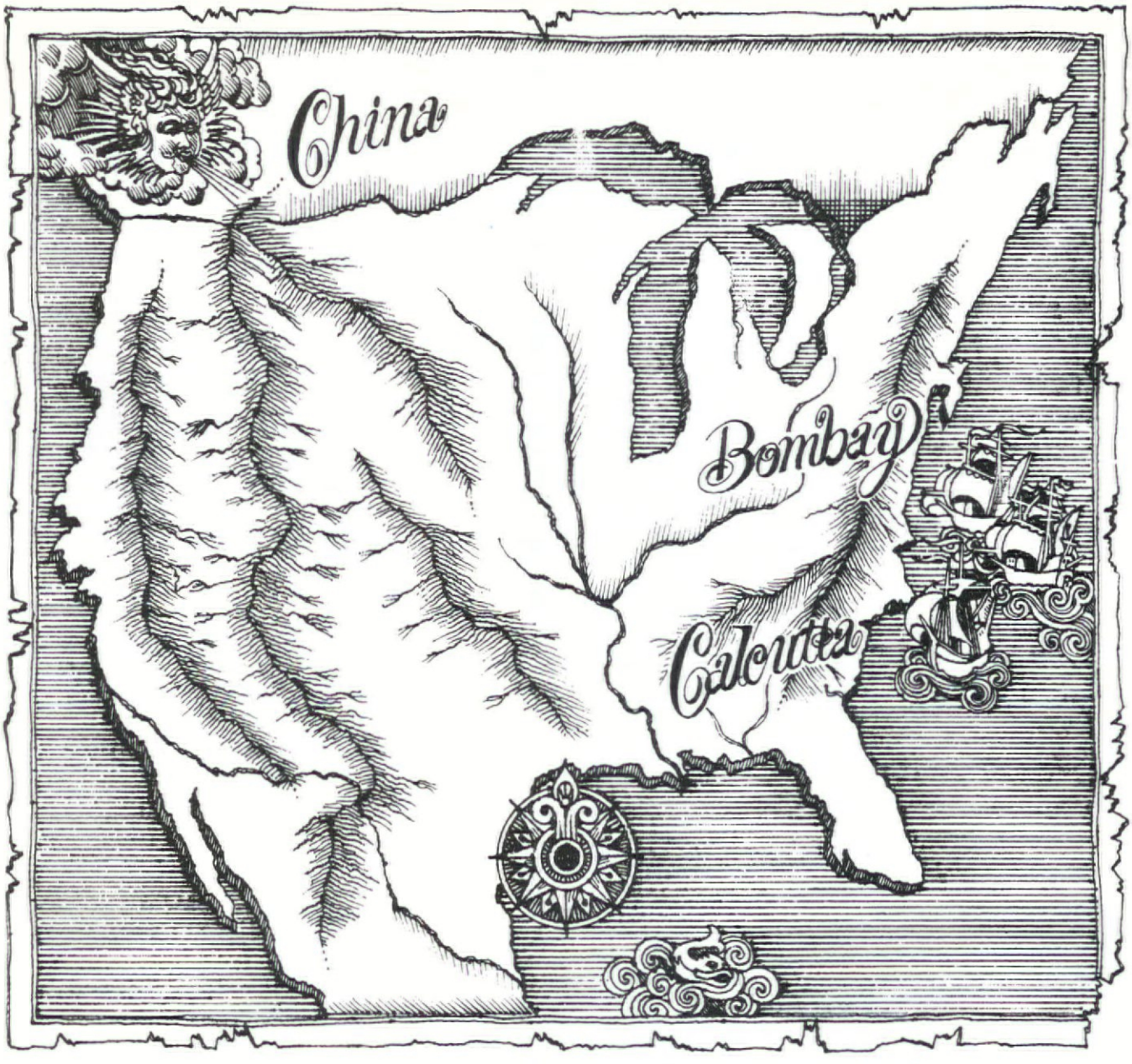


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In Chicago: Eurotex, Space 11-121, The Merchandise Mart, Chicago, IL 60654. Telephone 312-644-4443. In New York: Eurotex, Fifth Floor, 919 Third Avenue, New York, NY 10022. Telephone 212-308-1497. Showrooms and/or sales offices also in Boston, Atlanta, Miami, Charlotte, Richmond, Rochester, Cleveland, Detroit, Milwaukee, Minneapolis, St. Louis, Dallas, Houston, Denver, Los Angeles, San Diego, San Francisco, Seattle.

Circle 17 on reader service card



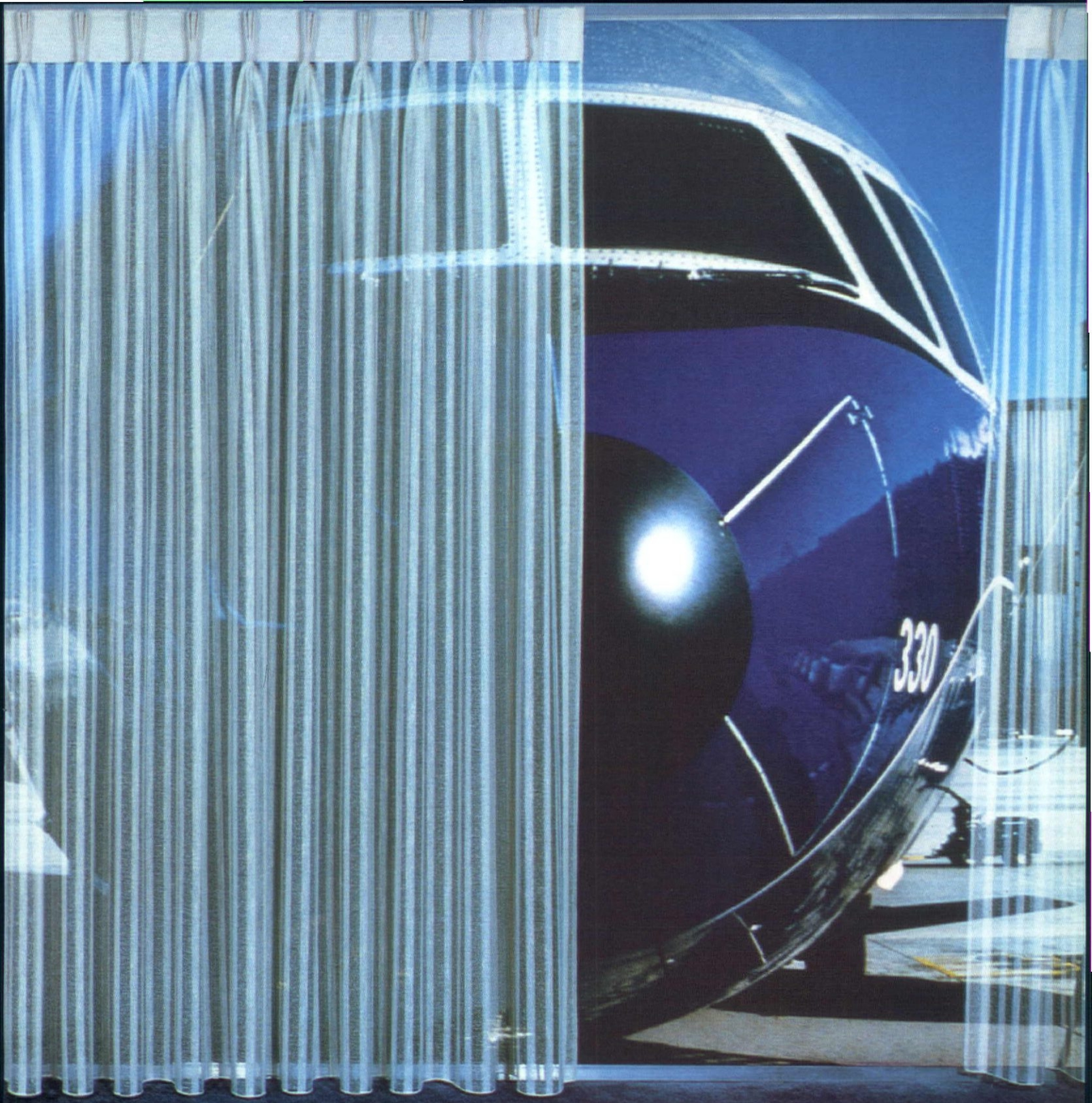
On August 3, 1492, Christopher Columbus set sail from Spain, seeking honor and wealth by establishing new trade routes with India. Since he had miscalculated the circumference of the earth by 6,331 miles, he was destined to spend years in a vain search for the mainland of Asia. In 1502 he died poor and forgotten.

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• Kansas City, Bailey Showroom, 816-931-7533 • Los Angeles, Mitchell/Mann, 213-652-8370 • Minneapolis, Phyllis Murray Designers Showroom, Inc., 612-338-8081
• New Orleans, Designers' Resource, 504-895-7739 • Philadelphia, Zwiebel Associates, 215-563-4200 • Phoenix, Linn Ledford Showroom, 602-264-7747 • San Francisco, Stahl and Stahl, 415-626-3037
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PEOPLE/NEWS



Newbold



Neal



Rasmussen

Appointments at Walker/Group include **Joanne Newbold** (shown) to director of design and senior associate; **W. Wyatt Neal** (shown) to design director/associate; and **Mark Rasmussen** (shown) to operations director for the firm.

Joyce Poindexter and **Courtney Hook** will handle operations in the new Donghia showroom at the Washington, D.C. Design Center.

Robert H. Fernbacher has been named president, Baker, Knapp & Tubbs Inc. Succeeding him as executive vice president of the company is **Jon R. Fowler.**

ISD Inc. formed a new organizational unit called **Space Management Services,** which will be headed by ISD vice president **John King.** The new unit will provide ISD's space planning clients with lease analyses, feasibility studies, and pre-project services such as acquisitions of new facilities. **James Moske** was named vice president, operations, for the New York office.

Gottfried A. Kappelmeier has been named marketing development manager, Fibers & Yarn Division, Amoco Fabrics Co. Other appointments at the firm include **John Mitnitsky** to marketing manager, carpet fibers and yarns, and **Ron Harris** to sales manager, carpet fibers and yarns.

Paul Teta has been promoted to the newly created position of director of sales, Mohawk Carpet Division, Chicago branch, Misco Shawnee. **Susan B. Hines** is assistant contract manager at the Merchandise Mart location.

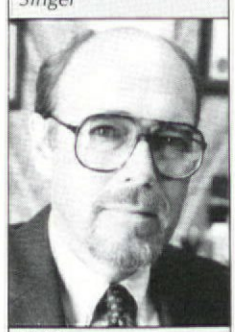
Koch & Lowy Inc. announces its new showroom location at 200 Lexington Ave., Suite 1409, New York.

Lewis Singer (shown) has been named senior vice president, Knoll International. He has worked with the firm since 1981.



Singer

Fiber-Seal International Inc. has named as its president and CEO **Thomas B. Battles,** AIA (shown).



Battles

R.J. Collins Int'l. Corp. is now located at the Showplace Design Center, Space 365, 2 Henry Adams St., San Francisco.

Joseph Quirk was appointed vice president, marketing, Fanfare Carpets, Dalton, Ga.

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Showrooms:
Denver, Colorado (303) 388-5272
Winter Park, Florida (305) 671-0899
San Francisco, California (415) 864-3801
New York, New York (212) 759-6335
Cincinnati, Ohio (513) 241-1729
Salt Lake City, Utah (801) 583-8668
Los Angeles, California (213) 273-5891

Circle 53 on reader service card

Architect **P. Eric DeVaris** recently was awarded Western Electric's 1983 Technical Excellence Award for his pioneering work in design and planning of the automated workplace. His studies tailored the office environment for Western Electric's Network Software Center, Lisle, Ill.

Steve Harrington, formerly with Rancocas Fabrics, has formed **Harrington Textiles Inc.,** a new source for contract and residential wool upholsteries. The firm's mill is located in North Wales, Pa.

Leggett & Platt Inc. announced the appointment of **Dennis Park** to group vice president, sales, furniture hardware.

Margaret Simmons is newly appointed executive vice president of Navan Carpets Inc.

In an effort to strengthen member services, the **International Facility Management Association (IFMA)** is forming an advisory council comprised of facility managers and educators. The organization is also developing a code of ethics to formalize professional conduct standards. In addition, the IFMA education and research committee, chaired by Larry Vandenburgh, Government Services Administration, is developing a four-stage certification program which will identify certification criteria, name steps in the certification process, and set up examination procedures. Also being established is a formal awards program under the direction of chairman John Peterlin, facility planner, Grant Hospital.



Anhut



Butler

Southeast Wholesale Furniture, Atlanta, has expanded its staff and divisions. **John Anhut** (shown) is territorial representative, **Lewie Reynolds** joins the sales staff, and **Pete Butler** (shown) is manager of the contract division. The firm's new divisions include Contract, to serve commercial designers and space planners; Classics, a merchandising mix of traditional pieces; and Private Stock, a collection of labeled furniture and coordinated accessories.

Century Development Corporation announced that Steelcase has leased a 10,000-sq.-ft. space in the Houston Design Center, under construction in Greenway Plaza. Steelcase will open the showroom in 1984.

Ani Diaz, librarian at Robison & Associates, Coral Cables, Fla., recently completed a research library for the firm. She was assisted by associate **Barry K. Slack,** director of design.

Steelcase has announced its support of the restoration of Frank Lloyd Wright's office, where Wright worked from 1898 to 1909. The office is part of the Wright Home and Studio, a National Historic Landmark located in Oak Park, Ill.

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19th Century Victorian designs recreated in solid oak and poplar from the world's leading manufacturer. Fretwork gingerbread and lots more for interior and exterior use; most complete line available.

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C003 CM9

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The interior design industry in New York is losing a lot of business to traffic jams.

And that's really too bad. But right now, the interior design industry is scattered on Third Avenue. On Lexington Avenue. All over town.

Fortunately, that's about to change. For the better. Because in 1985, New York's design community is going to have its first and only real design center. Permanently.

IDCNY. The International Design Center, New York.

And it's a spectacular place. With a master plan by I.M. Pei & Partners. Wonderful interiors and atria designed by Gwathmey Siegel & Associates Architects. Graphics by Vignelli Associates. Gourmet restaurants created by Joseph Baum.

Great design isn't IDCNY's only asset. It's large enough to serve all the needs of New York's design community.

There are 4½ million square feet of space. So there's room for 100 acres of showrooms. There's room for seminars. Market weeks. Special events.

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"I must waste a day-and-a-half a week sitting in cabs, stuck in traffic, trying to get from showroom to showroom. When New York finally gets a real design center, I'll be able to do twice as much business."

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Designer of the Year–1982,
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PEOPLE/NEWS

Siegrid Berman (shown), has been named design director, Ralph Mancini Associates Inc., New York.

Allied Corporation's Fibers Division promotes **James Kelly** (shown) to manager, merchandising; **Judy Peters** (shown) to manager advertising and promotion; and **Warren Weiss** (shown), to manager, market development. All three are headquartered at the firm's Fibers Technical Center, Petersburg, Va.

Thomasville Furniture Industries Inc. appointed **David K. Kinser** field sales and marketing manager of the firm's contract division.

Associated Landscape Contractors of America has named **Gail Morgan** executive director of the national organization.

Neville Lewis Associates announces the appointment of **Joseph A. Verlazza** as the firm's first senior associate. Verlazza directs the Small Projects Group in New York.



Berman



Kelly



Peters



Weiss

Furniture Consultants Inc. announced the appointment of **Richard Bascetta** as vice president, sales and sales manager of the New York furniture dealership.

Ruth Yellin is new president, Lake Shore Seating Co. She co-founded the operation in 1975.

Lee Jofa has named **Mary McCoy** western regional sales director. **Jane McManigal** is new contract sales representative for the company's West coast operation.

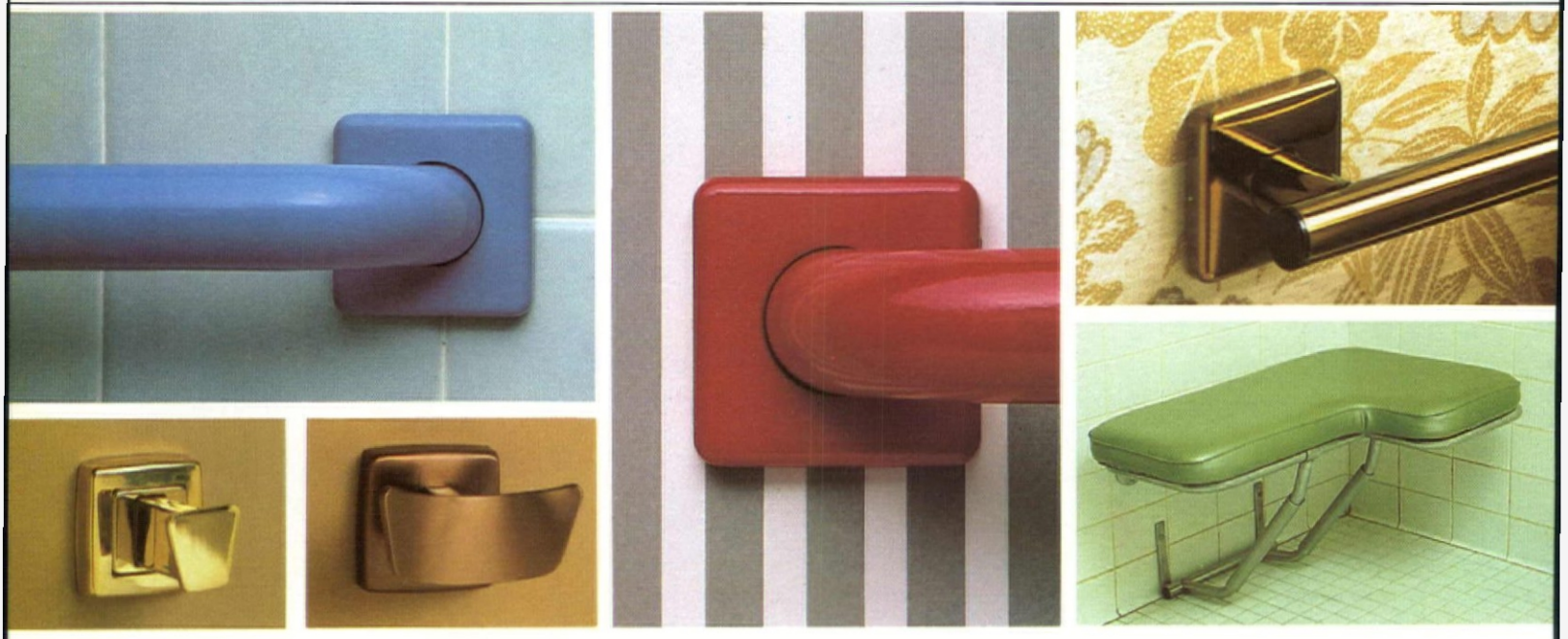
Paul Donen has joined Lamica Corporation to direct sales and marketing programs. He is based in the firm's newly constructed facilities in Hillburn, N.Y.

Charles Stern joins Coral of Chicago as East Coast regional director, hospitality division.

Caroline Lappetito is new manager, marketing services, Levolor Lorentzen Inc., window treatment manufacturer.

Paul Hanson Co. Inc. and its sister firms, **New York Graphic Society** and **Alva Museum Replicas,** are now operating divisions of **Chartwell Group Ltd.,** a newly formed company.

David M. Ruslander has opened a contract furnishings installation company, **Dependable Office Installing Co.**, Richmond, Va. The firm has six full-time installers available for work in Virginia and Washington, D.C.



Say goodbye to drab accessories!

Every TSM product—from grab bars to corner guards—is now available in an exciting palette of coordinated finishes and colors to match your imagination and decor.

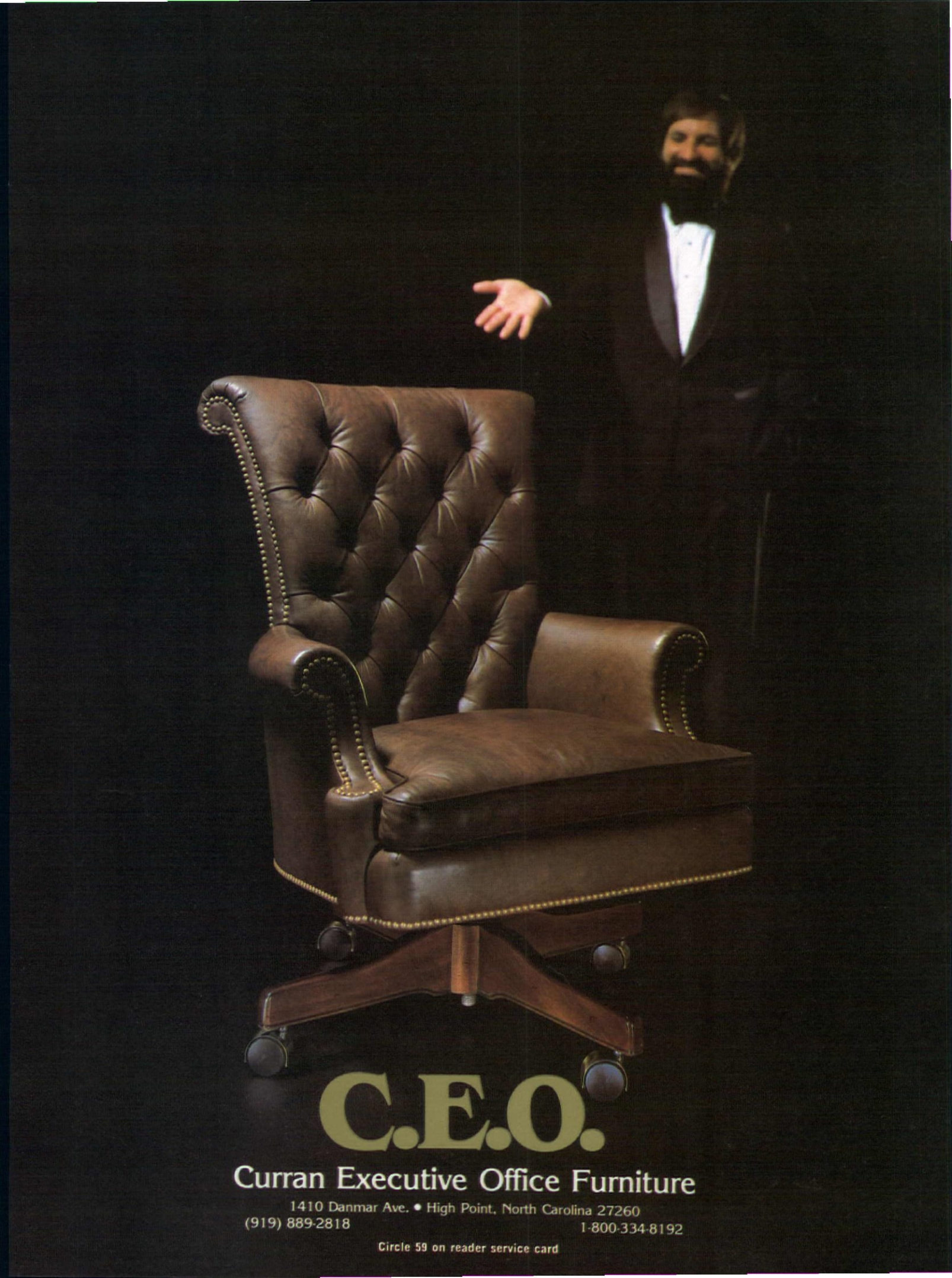
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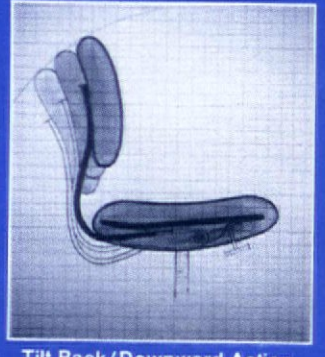
"don't lose your shirt"

Collier-Keyworth's *New* "Slim Profile" Task Seating Mechanism With Torsion Bar Control Offers Spring Back Action With No Pulling!

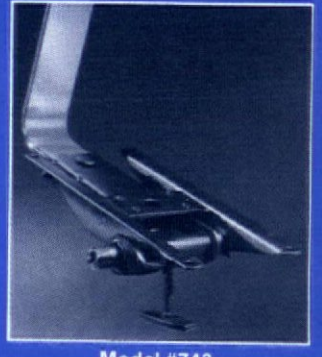
The new Model #743 "Slim Profile" Task Seating mechanism by Collier-Keyworth is designed with ergonomic emphasis to provide the ultimate in long-day seating comfort. And, regardless of the type of upholstery fabric used, the tilt back/downward action will not "pull" or "pick" at garments. It's a fact . . . you'll never lose your shirt in a chair manufactured with Collier-Keyworth Model #743 Torsion Bar mechanism.

With the new "Slim Profile" mechanism — as with all Collier-Keyworth seating mechanisms — you can be sure of a durable, high quality product. The Model #743's solid welded steel construction features lubrication free reinforced Nylon bearings and fully cushioned stops for no squeak, no sound chair action. Plus, its ergonomic design gives you comforting, firm, adjustable posture support throughout the entire workday.

Our "Slim Profile" models are also available in Fixed Back and Executive Posture mechanisms. For more information on the new Slim Profile line or any of Collier-Keyworth's quality mechanisms, write or call Collier-Keyworth today.



Tilt Back/Downward Action



Model #743

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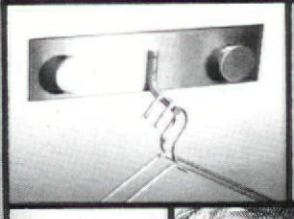
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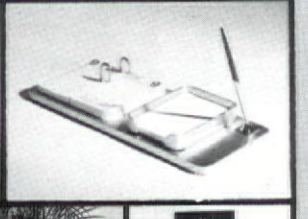
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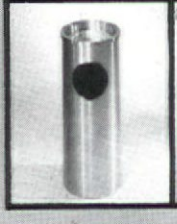
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COMING EVENTS

1983

October 13-15. Designer's Saturday. Member Shrms., New York.
October 20-22. CONEXION '83, First Annual Southeastern Contract Design Market. Atlanta Market Center, Atlanta.
October 25-27. International Energy Management & Facilities Improvement Show. Expocenter, Chicago.
October 25-27. High-Tech Exchange—Architectural Master Planning In The Corporate Environment, AIA/IBM Conference. Sainte Claire Hilton, San Jose, CA.
October 26-29. 39th Annual Convention of the Marble Institute of America. Sheraton Hotel, Palm Springs, CA.
October 27. Professional Services Management Journal (PSMJ) Bidding Design Services Conference. Washington, DC.
October 30-November 2. Industrial Designers Society of America 1983 Annual Conference. Hyatt Regency, Chicago.
November 1-3. INTECH '83, First Annual Data Communications & Networking Conference. McCormick Pl., Chicago.
November 2-4. International Facility Management Association Conference. Fairmount Hotel, Denver.
November 2-6. Society of American Registered Architects (SARA) Annual Convention. New Orleans Marriott, New Orleans.
November 5. IBD Student Rally. Galleria, San Francisco.
November 9-10. CONTRACT/*Facilities Design & Management* Computer-Aided Space Design & Management Conference. Halloran House, New York.
November 10-12. Design Assembly/Agora Award Presentation. The Marketplace, Philadelphia.
November 10-12. Stained Glass International/1983. New York Statler Hilton, New York.
November 13-16. 68th International Hotel/Motel & Restaurant Show. New York Coliseum, New York.
November 18-19. Designers Trade Market, sponsored by Ohio South/Kentucky Chapter, ASID. Sheraton/Springdale Hotel, Cincinnati, OH.
November 21. INTERIORS EXPO '83, Texas Chapter/ASID Industry Foundation Contract Exhibition. Loew's Anatole Hotel, Dallas.

Foreign & Domestic Trade Shows 1984

January 12-17. International Lighting Exhibition. Porte de Versailles Exhibition Center, Versailles, France.
February 5-9. Third Middle Eastern Business Equipment, Communications & Computer Show. Exhibition Centre, Bahrain.
February 24-27. American Association of School Administrators (AASA) Show. Las Vegas Convention Center, Las Vegas.
March 1-3. Condes. Dallas Market Center, Dallas.
March 11-13. International Aquatic Conference '84. Indiana Convention Center, Indianapolis.
March 18-22. SaudiComputer '84. Riyadh, Saudi Arabia.
March 22-24. West Week. Pacific Design Center/PDC 2, Los Angeles.
May 6-8. Dal-Lux '84, Exposition of Commercial & Residential Lighting. Dallas Market Center, Dallas.
June 12-15. NEOCON 16, World Congress On Environmental Planning & Design. Merchandise Mart, Chicago.
August 25-28. International Woodworking Machinery & Furniture Supply Fair. Georgia World Congress Center, Atlanta.
July 14-17. Intl. Carpet Market. Atlanta Market Center, Atlanta.
September 6-8. CANEXUS, Canadian Contract Furniture Exhibition. Harbour Castle Hilton, Toronto.
October 17-24. National Office Products Association Annual Convention & Exhibit. McCormick Place, Chicago.
October 25-30. Orgatechnik, Biannual International Office Trade Fair. Cologne, Germany.

Direct trade show information to Coming Events Editor, CONTRACT Magazine, 1515 Broadway, New York, NY 10036.

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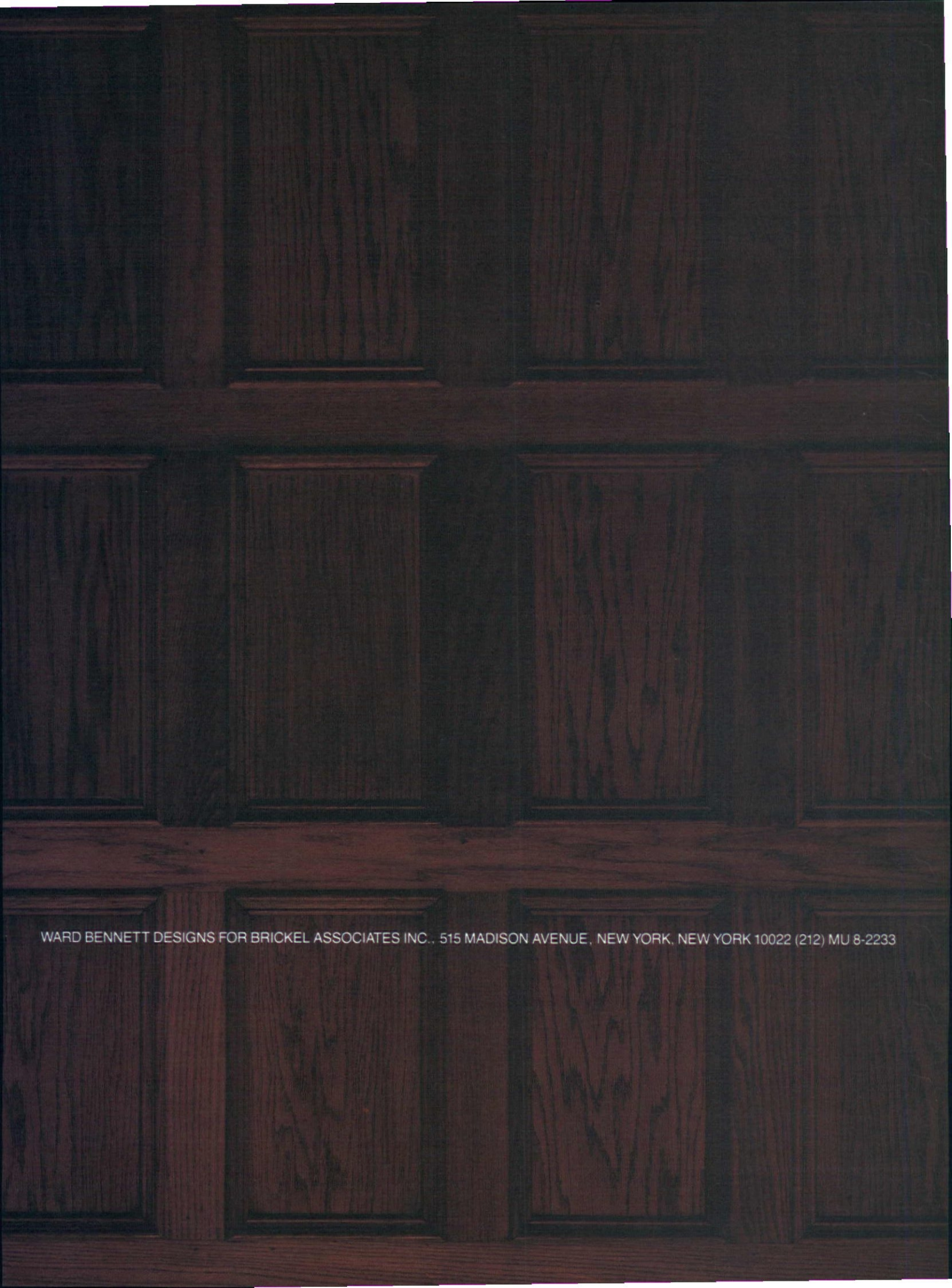
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M O B I U S™



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FULL-SERVICE BRANCH BANKS DESIGNED FOR THE AFFLUENT

Bankers have a sharp eye for affluence. It is, therefore, no coincidence that downtown and suburban full-service branch banks continue to flourish in prosperous areas. Despite the proliferation of automated teller machines in satellite centers and branches, the personal banking needs of the well-to-do continue to be met.

Beyond simple deposit and cash transactions, traditional banking concepts are keyed to privacy in an air of warmth and comfort. Ergo, one does not clip coupons in a hovel or have confidence inspired by an officer seated at a circa 1949 workplace.

The following installations are of the posh variety, designed for select customers who would have it no other way.—**The Editors**

Posh, elegant interiors are key to Mitsui Manufacturers Bank located in Beverly Center, Los Angeles. Rich burgundy tones warm high-sheen metallic and lacquer finishes used throughout. Bank trade, and, therefore design, caters to a design-oriented crowd (the Pacific Design Center is just down the street) as well as patrons of wealthy Cedar Sinai Medical Center. The full story appears on p. 90.

In Chic Beverly Center, L.A., Bank Attracts High-Style Clients

Reflective surface treatments & richly colored lacquers add pizzazz while playing up curved space at Mitsui Manufacturers Bank

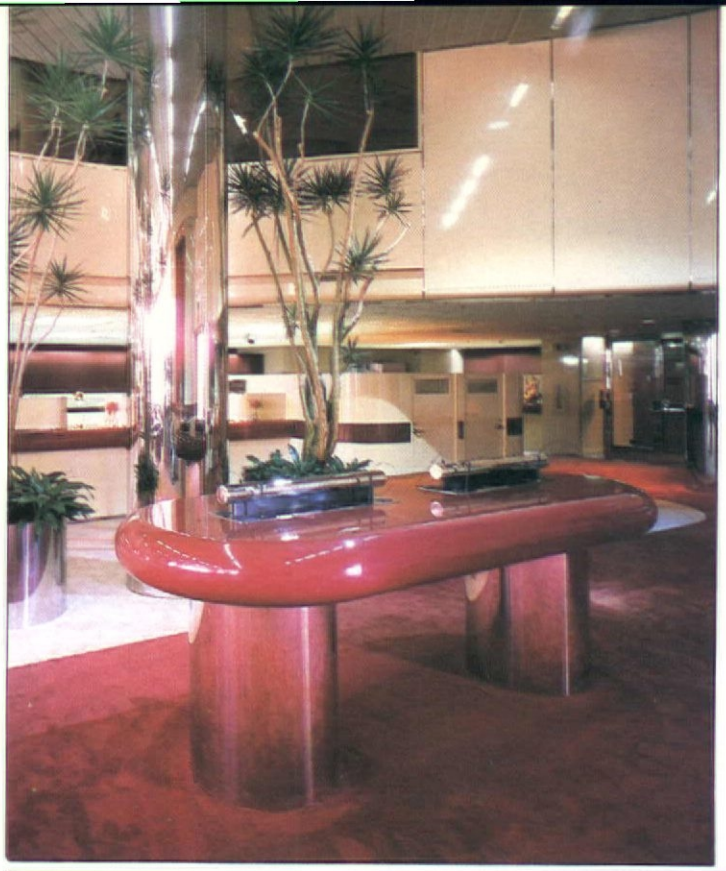
Mitsui Manufacturers Bank, Beverly Center, Los Angeles, at first glance appears to be all that glitters. Close scrutiny reveals a functional environment full of elements designed to attract high-style clientele of the wealthy area, plus doctors and patrons of nearby Cedar Sinai Medical Center, a well-endowed institution.

Partner-in-charge Adrian O. Cohen, Widom/Wein/Interarc, described Mitsui's location as "design-oriented, especially with the Pacific Design Center just down the block."

Interarc designed the branch bank as a stand-alone installation, adaptable as bank headquarters if ever required. The

Curved elements at Mitsui (below) are played up by an angled teller wall and corresponding glass gallery on the above mezzanine. Customers snake to tellers through reflective rails, just one of the treatments used to create a high-style look.





Reflective columns and lacquered check-writing stands (right, top) again emphasize curves and contours of the space. Curved glass gallery (center) permits view of officers' space and public areas from the mezzanine.

bank contains board rooms, executive areas, and full-service operations.

Pie-shape is an asset

Among its assets is an unusual pie-shaped configuration, played up by designers with a curved teller wall and corresponding curved glass gallery on the second floor. Public areas have full-height ceilings; a mezzanine level was built above to house a board room, loan documentation area, credit department, and support facilities. Officers, tellers, collections, new accounts, automatic teller machines, a special express teller window, and safe deposit are located on the ground level.

Vertical aluminum blinds, rich burgundy colorations, tubular light fixtures, lacquered check stands, chrome accents, and carpeting throughout give the installation its sleek quality. □

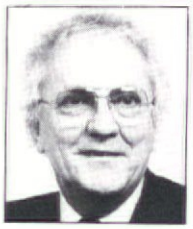


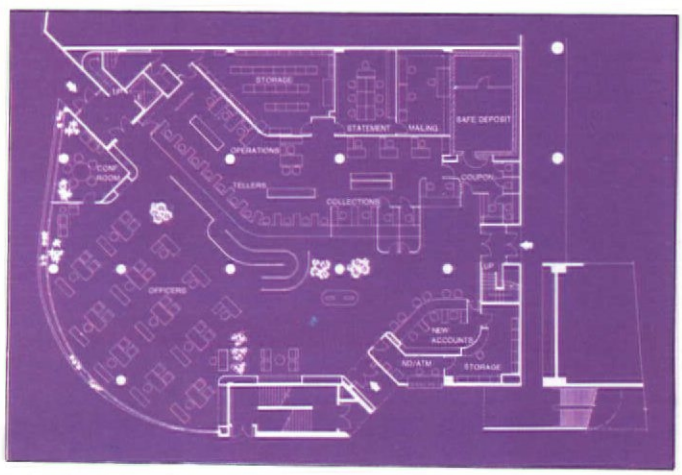
Photos by Richard J. Levy

SOURCES

Interior Design—Widom/Wein/Interarc. **Partner-in-charge**—Adrian O. Cohen, AIA. **Project team**—Warren M. Nagel, director; Michael J. Dalke, Jane S. Auw, Cezar V. Obnial, Linden H. Comstock. **General contractor**—Gary Horne Construction Corp. **Carpet**—Pacific Crest Carpets. **Resilient flooring**—Azrock, Flexco. **Ceiling**—Armstrong World Industries. **Wallcovering**—Wolf-Gordon Wallcoverings Inc. **Laminates**—Formica, Laminart. **Paint**—Ameritone. **Window treatments**—Louverdrape Inc. **Ceramic tile**—American Olean. **Storefront**—Kawneer Zipperwall. **Glass**—Libby-Owens Inc. **Hardware**—Forms & Surfaces. —Column enclosures—Ornamental Specialties Inc. **Fabrics**—Knoll International, Boris Kroll, Ben Rose. **Leather**—Spinneybeck Enterprises Ltd. **Desks & credenzas**—Specified Systems Inc. **Reception desk**—JG Furniture Systems. **Conference tables**—Metropolitan, Standard Cabinet Works Inc. **Seating**—Brayton International, Jack Cartwright Inc., Kinetics. **Dining chairs**—Loewenstein. **Lounge seating**—Metropolitan. **Custom casework**—Standard Cabinet Works Inc. **Files**—Schwab Safe Co. Inc., Southern California Safe Co. **Shelving**—Harbor Benedetti. **Planters**—Metal Works Inc. **Desk accessories**—Smokador. **Check stand accessories**—Metcor Manufacturing. **Teller, vault equipment**—United Safe Inc.



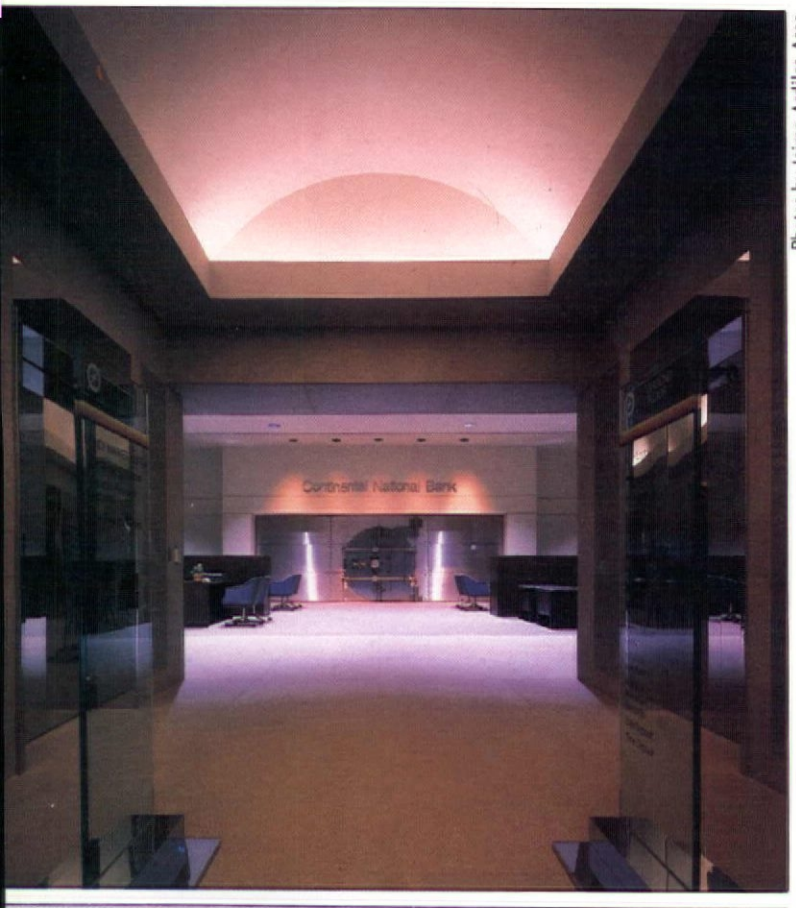




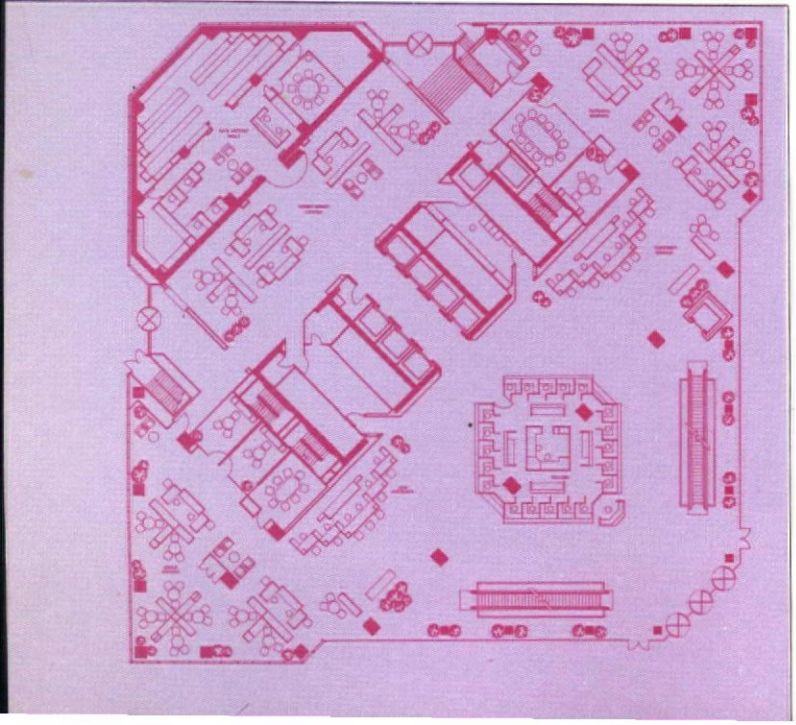
Adrian Cohen, AIA, partner-in-charge, (top) and Warren Nagel, project director, used the pie-shaped space indicated by the floorplan to their advantage by playing up columns and curves. Public space and teller wall are accessible via two entries.

Canyon Design Opens Bank Space While Adding Southwest Flavor

Tiered stone balconies in desert tones enhance regional image, overcome structural problems, & add interest in Texas bank



Photos by Jaime Ardiles-Arce



Colors reminiscent of a desert sunset in a canyon-like interior negate cumbersome structural elements in a large retail banking space. In addition, colors and textures provide Continental National Bank of Ft. Worth customers with an environment that is appropriately reflective of its geographical surroundings.

Designed as a tower set on a 45-degree angle across a 40,000-sq.-ft. site, the building features a narrow, shaft-like atrium that prohibited free circulation throughout the bank's main floor. Limestone and granite interior balconies designed by space planners widen the shaft, while a wall-free, open landscape layout encourages traffic flow across service areas. These tiered balconies also serve to separate the bank from the remainder of the tower structure, while desert rose and plum color treatments visually unify its eight floors.

According to project designer Mel Hamilton, ISD Chicago, creating a stone canyon was a logical design concept as it reflects the region's geography. "Besides overcoming the architectural problems, this concept enabled us to further enhance the bank's strong southwestern identity. As part of the Bank of the Southwest Holding Corp., it figures prominently among financial institutions in the region.

"Unlike most Ft. Worth banks which adhere to a traditional image—orange carpet and Queen Anne chairs—this bank is very forward-thinking. Thus, we could employ treatments that reflect the area's natural environment," he notes.

Ambient light combats CRT user eyestrain

Original design programming included private executive offices along the perimeter of the bank's upper floors. However, randomly located columns prevented such planning as budgets did not provide for demolition. As a solution, designers installed open plan executive workstations at windows and continued this theme for all bank personnel.

As canyons are too vast to offer adequate lighting throughout, bank planners were required to supplement natural light. Even with open landscaping, each 40,000-sq.-ft. floor was too large to capitalize on illumination from windows. Planners selected an ambient lighting system since it does not require rows of obtrusive tracks and can reduce glare from CRTs at teller counters and workstations. The light source also provides a good simulation of natural illumination.

Although Continental National's major thrust is toward corporate accounts, the bank was careful not to sacrifice the

Vault door (above, left) dates back to the Depression. Round vault doors of this style are no longer manufactured; designers rescued this one from a warehouse to satisfy management's request for a traditional door. Ground plan (left) shows main floor layout and devotion of space to customer service areas.



To open the shaft that architects created within Continental National's tower, designers built interior balconies to create a canyon effect. Further enhancing this southwestern ambience are pink granite balcony treatments, rose-color granite floors, and carnelian purple granite on teller counters. According to designers, these finishes imitate the colors of a Southwest sunset.

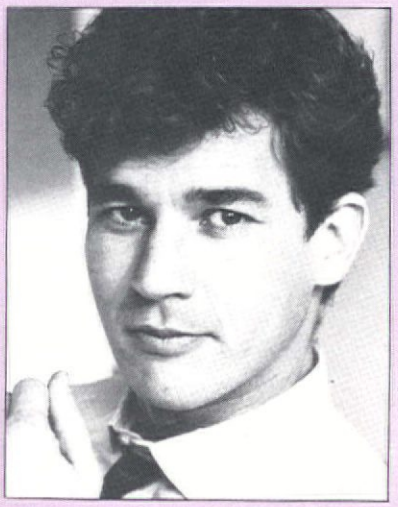
needs of its retail customers. The main banking floor received the most careful design treatment and is comprised of teller counters approximating 100 linear ft., new accounts, money market service centers, personal loan and customer service departments, and safe deposit.

Prominently featured is a round vault door dating back to the Depression which designers rescued from a warehouse and installed for one-third the cost of a contemporary square door. Made of nickel and refurbished with chrome and brass trim, it is of a style that definitively connotes banking space—a priority of planners and bank managements. □

SOURCES

Custom millwork—Woodwork Corp. of America, Adleta Show Case. **Main floor desks, public seating, and custom sofas**—Zographos Designs Ltd. **Desk chair seating**—Sunar. **Fabric**—Sunar, Brickel, Spinneybeck Ents., Isabel Scott, Knoll. **Teller seating**—Knoll. **Tables**—Cumberland, Architectural Supplements. **Carpet**—Edward Fields, Brintons Carpets USA Ltd. **Plants**—Fifth Avenue Greenhouse. **Planters**—San Jacinto House. **Artwork**—Art Resources, The Hadler Galleries. **Lighting**—Alfred Scholze Assoc. **Graphics**—custom designed by ISD, crafted by BPC Inds. and ASI Sign Systems.

Interior space planning—Melvin C. Hamilton, principal designer; Suzette S. Schultz, project manager; Michael Pinto, principal-in-charge; A. Riddick Sample, officer-in-charge; ISD Inc. **Architecture**—JPJ Architects. **General Contractor**—HCB Contractors.



"This bank is progressive. Most banks in Ft. Worth have orange carpet and Queen Anne chairs. . .Management doesn't see our design concept as trendy. It is viewed as reflective of the southwestern landscape."
—HAMILTON.

LAKE SHORE NAT'L. REMODELS FOR AUTOMATION, SERVICES

Chicago bank continues to operate & confront industry change during seven-year building program

Main entry view on first floor shows how retail services were expanded on two levels connected by central escalators. Brushed polished stainless steel complements gray and black Italian marble.



Photography by Bill Hedrich/Hedrich, Blessing



First floor banking operation (above) involved several departmental relocations while designers completed renovation of existing facility and construction of new building. New quarters served as "swing space" for personnel on a temporary basis. Rail officers and new accounts division (opp. page) were re-designed to promote expanded financial services at Lake Shore National.

Expanded use of CRTs to accommodate rapid changes in the banking industry and purchase of another branch by client Lake Shore National, Chicago, were among factors confronted by Perkins & Will designers during a seven-year renovation of existing facilities and construction of a new addition.

Accommodation of state-of-art financial services and technology in ATMs, CRTs, and other forms of automation required updating 55,000 sq. ft. in a four-story structure during occupancy. Further, robust staff and financial growth, capped by purchase of a new branch, meant that a master plan for expansion to new quarters had to be formulated by designers.

The bank retained Perkins & Will Architects, Chicago, to devise a plan that would respond to existing and future operational requirements. The result: a new four-story addition of 41,475 sq. ft. constructed adjacent to existing bank facilities which were remodelled simultaneously.

Explains Lake Shore's chairman of the board and president, William Mitchell, "We are no longer dealing with a 'banking' industry per se, but rather with a wide range of financial services as a result of changes brought about in the field. This has meant that we at Lake Shore National had to re-examine our internal organization to better cope with competitive forces in future."

As evidence of a small part of Lake Shore's operational re-evaluation, the bank's consumer loan department was down-scaled when direct loans were phased out. Concurrently, data processing departments were expanded and CRTs installed in five times the quantity originally planned. "We went from roughly 20 throughout the bank to more than 100," says Mitchell.

Departments move four times

As data processing geared up to new levels in handling the needs of a recently purchased branch and expanded customer services, Perkins & Will interior space plans were revised. Says



LAKE SHORE NATIONAL

Security factors presented challenge



Lake Shore National exterior view shows existing property of four stories, renovated in 55,000 sq. ft. An addition of 41,475 sq.ft. was constructed adjacent to the site. New facilities accommodate expanded operations brought about by purchase of a new branch.

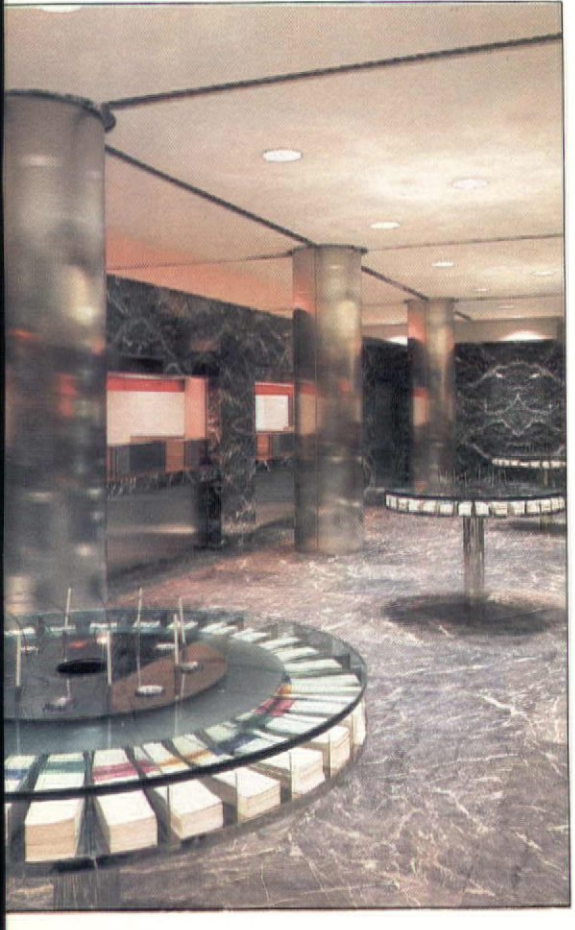
Lynn Schmitt, project interior designer, "We used a phasing approach, knocking down partitions as required and rethinking power management and work organization. All of this was accomplished with the cooperation of workers who were using the space during renovation."

According to Mitchell, the tremendous amount of data processing committed to by the bank meant that a sophisticated plan of department relocation during renovation had to be worked out. "When moved, each teller had to be relocated along with two-to-three pieces of state-of-art automated equipment." While tellers actually moved just once during the project, auditing and human resources departments were moved four times. And, for a period, the accounting department was divided among four floors.

Departmental moves were targeted for those areas of bank operations having the least amount of customer interface. The new building addition helped realize that objective. Explains Schmitt, "The new quarters offered us some 'swing space' to move personnel from existing space as required."

While the first floor of the old building was vacated for renovation, provisions were made on the second floor for temporary occupancy—including installation of circuitry and support for mainframe computer tie-ins. When the first floor was completed, some personnel moved back and some were located on the second floor of the new building addition. This permitted planners to complete the escalator core and the area around it.

First floor teller area (below) is defined by a marble screen wall, providing security for money transfer and handling. Centralized, streamlined design of teller facilities improved upon earlier operations and security.



Used 20-year projection

According to Schmitt, the project was based on a 20-year lifespan. "We planned for personnel expansion, but actually, the effects of automation worked to lower the personnel count to less than it would have been under previous operations. As needed, in the next five years, space can be recaptured for departmental reorganization."

In addition to considering the bank's rate of growth, the 20-year plan examined banking industry growth and the effects of computerization.

Improved departmental adjacencies were part of the plan. Lake Shore's old four-story building housed various departments and services that had become overcrowded and were inadequately planned. Secretaries for officers were inefficiently located and occupied a disproportionate amount of space.

Major problems of vertical circulation and departmental adjacencies were alleviated with the introduction of a central escalator to an expanded second-floor banking area and alteration of vertical core elements, providing direct public access to banking operations. The latter was a response to the need for expanded banking facilities and reorganization of teller services. In addition, it created an esthetic impact through a two-story opening. Core elements were changed to relieve traffic flow problems.

Employees were allocated freestanding workstations wherever possible. This permits maximum flexibility and adaptability to computerized systems.

Security factors addressed

The design project strove to create more efficient security systems for the bank. However, adequate security had to be provided while the project was in progress as well.

Says Schmitt, "In one case, we had to tear out an exit stair to build a new one. Thus, a temporary entry and egress created major security problems."

In addition, in expanding the retail floor to two levels and building the central escalator, designers had to cut into the vault area. As a result, guards were stationed on vault duty during renovation and bank operating hours, as well as at night.

Once in place, certain design elements helped to secure the building more efficiently. A marble screen wall,

Irregularly spaced columns of interiors were clad in stainless steel to serve as axis points for furnishings. Improved circulation was afforded by new check-writing stands which were placed near teller lines; they are designed as small, sculptured units in narrow cylinders of steel.

for example, helps to define teller areas and provides security for money transfer.

Centralized, streamlined design of teller areas represented an improvement over earlier operations where tellers were located in three small areas divided by public circulation and separate from elevator and stair access to the vault—a security risk.

Improved circulation is evident, too, in check-writing counters. Designed as small, sculptured units in narrow cylinders of stainless steel and topped with tempered glass disks, they are located throughout the main banking floor area adjacent to teller lines for easy access.

Brushed and polished stainless steel are carried throughout interiors to complement gray and black Italian marble used on vertical surfaces and certain floor areas. Irregularly spaced columns were clad in stainless steel and serve as axis points for furnishings.

Neutral gray backgrounds are offset by rust, saffron, and mauve tones as well as warm mahogany and oak. Each floor illustrates an individual application of this color palette.

SOURCES

Seating—Stow/Davis, Zographos, Brickel. **Partitions, filing**—Hiebert, Steelcase. **Carpeting**—Lees, Nagigian. **Desks, workstations**—Steelcase, Hiebert, Stow/Davis. **Custom millwork**—Woodwork Corp. of America. **Flooring, paneling**—Chickasaw Flooring, Hartman Sanders. **Drapery**—House of Roland. **Custom check stands**—Louis Hoffman.

Architecture and interior design—Perkins & Will, Chicago. John Dziuba, senior vice president, officer-in-charge; Lynn Schmitt, project interior designer; Wojciech (Voy) Madezski, vice president principal architectural designer.



". . . workers were using the space during renovation."—SCHMITT


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Beach & Desert Bank Branches Each Appeal To Own Patrons

Swimmer Cole Martinez Curtis design of two Columbia Savings & Loan branches tailored to Calif. customer preferences

Two different bank branch locations—one at the beach and one in the desert— posed a design challenge for Swimmer Cole Martinez Curtis (SCMC), planning and design group, Marina del Rey, Calif. For, while interiors had to reflect separate and distinct surroundings, they also had to be planned to accommodate identical internal banking service elements specified by the client.

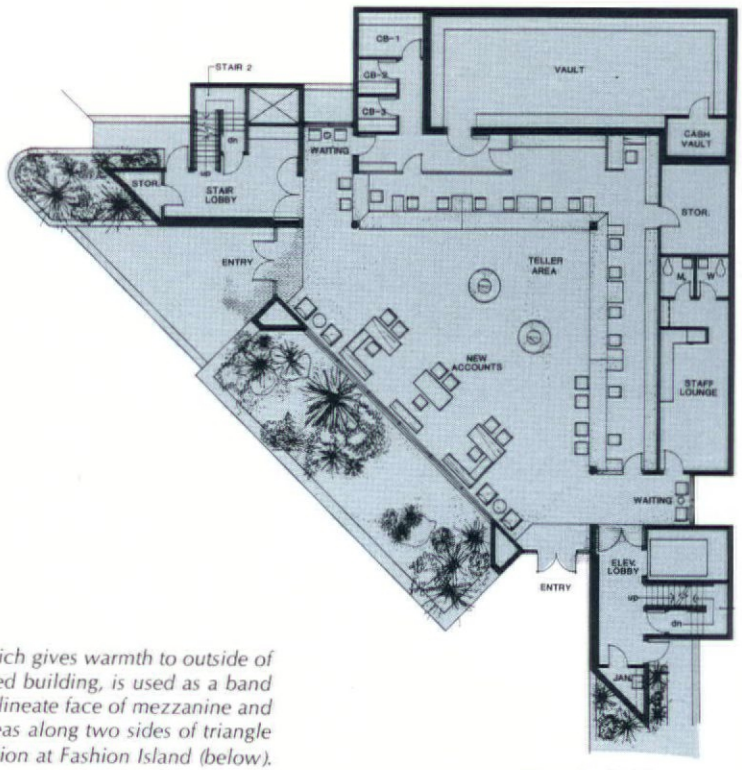
The challenge wasn't new to SCMC which has planned 12 branches for Columbia Savings and Loan of Southern California over the past four years. The most recent branches completed, a facility at the Fashion Island shopping center in Newport Beach and one in Palm Desert, use the same internal furnishings components, while appealing through space design and treatment to two separate clienteles.

The Fashion Island branch reflects the sophistication and contemporary taste of its affluent customers. The Palm Desert branch was designed to appeal to the conservative, largely retired citizens of the community.

Inside/outside coordinate

A freestanding building, Palm Desert is compatible with its desert surroundings. The same materials selected by architect Daniel Dworsky & Associates, Los Angeles, for the building exterior are employed in interiors. Included are Bush Hammered concrete for structural walls, redwood for interior ceiling, and pave brick flooring for outside traffic areas and entryway. Redwood ceilings extend to the outside in key areas.

Careful choice of interior finishes was



Mahogany, which gives warmth to outside of triangular-shaped building, is used as a band on inside to delineate face of mezzanine and in teller areas along two sides of triangle configuration at Fashion Island (below).

Photos by Sheldon Lettich



Fashion Island Branch of Columbia Savings and Loan of Southern California makes a strong architectural statement in form of triangular building (opp. page), which is softened by circular forms and warm wood furniture and furnishings.



BEACH & DESERT BANKS

Wealthy clientele prefer elegance

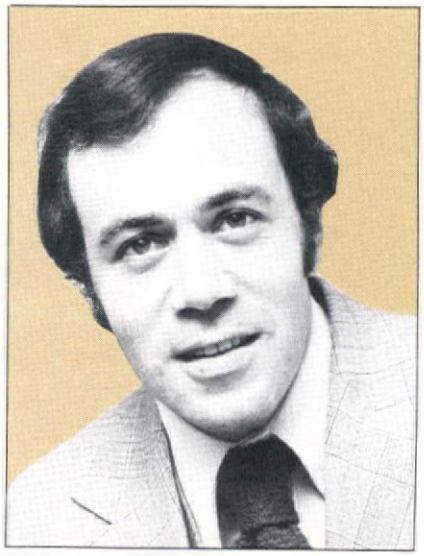
made by SCMC to provide continuity with the exterior. Figured mahogany was used for the teller line, check-writing stands, and custom desks. Mahogany edges of the teller line and desks are softened with a bullnose edge and have brass reveals. Interiors mirror desert hues and comfort patrons with cool pastel colors. Custom patterned carpet is slate blue with beige accents to pick up concrete colors of walls.

Affluent customers want elegance

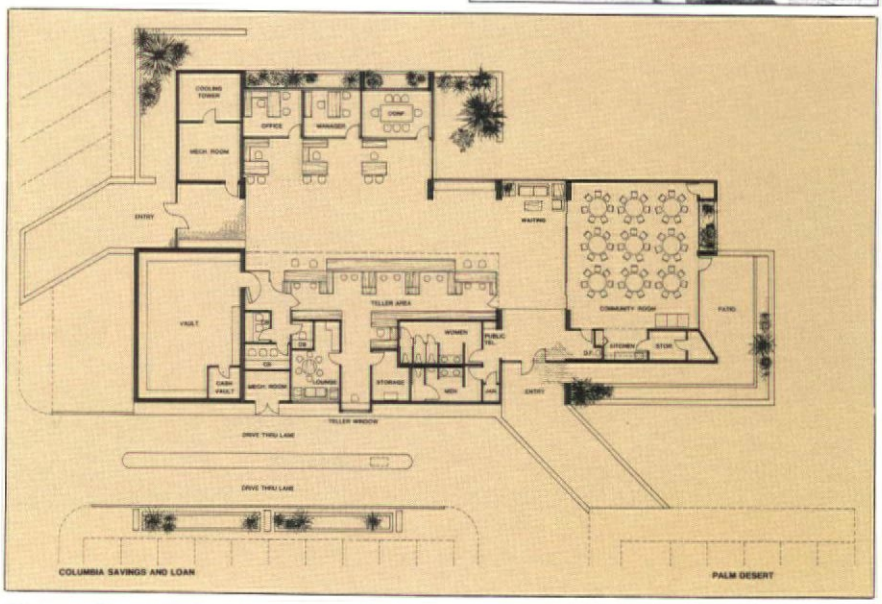
Similarly, at the Fashion Island branch, design appeal was specifically aimed at the community. The look combines elegance and contemporary finishes and furnishings. Both interior and exterior use similar materials.

The strong architectural statement imposed by a triangular building and exterior finishes prompted SCMC designers to design interiors that are somewhat understated, yet elegant. Exterior materials include Carnelian granite with a flamed finish used for structural walls. Mahogany gives warmth to the outside of the building and is used as a band on the inside to delineate the face of the mezzanine.

Interior finishes were carefully selected to create a unified design. A very fine Sapele Pomelli mahogany was used for teller line, check-writing stands, cabinetry, and desks. To draw attention away from the angularity of the building, check-writing stands and back of chairs are circular in shape, further softening contours. □



Milton Swimmer, director, Swimmer Cole Martinez Curtis, coordinated design efforts in both bank branches. Rectilinear shape of Palm Desert incorporates materials and colors designed to appeal to wealthy and conservative clientele.



Warm mahogany is incorporated into teller line, check-writing stands, cabinetry, and desks (below and opp. page). Natural materials further carry out desert feeling, although color schemes were purposely designed to provide a cool environment at Palm Desert.



SOURCES

Palm Desert: Chairs—Harter, Jack Lenor Larsen. **Desks**—A.E. Furniture. **Carpet**—Brintons. **Lighting**—Lightolier. **Plants**—Plantscape. **Cabinetry**—Standard Cabinet Works. **Fabric Wallcovering**—Calvin Linen. **Drapery**—Mini Blinds. **Window mullions**—Carmel Steel. **Graphics**—Letterart. **Art Consultant**—Tamara Thomas. **Artists**—Billy Al Benston, Don Sorenson.

Fashion Island: Chairs—ICF, Davis, Stendig. **Desks, credenza, cylinder table, check stands**—A.E. Furniture. **Black leather**—ICF. **Carpet**—Brintons. **Lighting**—Lightolier. **Drapery**—Levolor. **Wallcovering**—Sheri Roese-silk, J. Robert Scott. **Cabinets**—Standard Cabinet Works. **Plants**—Specialty Enviroments. **Art Consultant**—Tamara Thomas.

Bank Profits Throughout Redesign Thanks To Careful Phase Planning



Planners devise careful strategies which double bank's size yet keep it operating during total reconstruction

How does a space planner double a bank's size, demolish its original structure, yet keep it operating throughout all design stages?

In the case of Farmers & Merchants Bank, Foley, Ala., specifiers implemented a phase planning program. The first step was to purchase an adjacent property and partially remodel it. Planners then moved operations into the remodeled facility while the original building was completely reconstructed. So successful was the design program that, according to bank management, the bank's deposits grew by $15 million while phase planning was under way.

Says project design firm Design/Build Concepts' president Dick Domurat, "Ironically, the public did not seem to notice that the remodeled facility was unfinished until the original structure was rebuilt. Thus, we have to assume that careful planning contributed to the bank's growth throughout this period."

Competition demanded new image

As the only remaining independent bank in a county where holding companies had become the trend, Farmers & Merchants needed a more impressive look to compete in a changing market. Yet, management did not want to lose the intimate, small-town atmosphere that contributed to its profit margin.

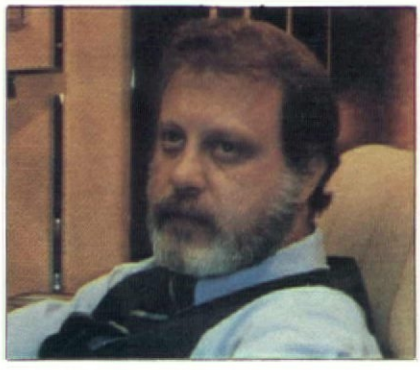
Phase planning permitted the bank to gradually overhaul its image without alienating customers. In addition, working space grew from 10,000- to 12,500-sq.-ft. through the use of the remodeled facility while the old bank was being demolished and rebuilt.

After the old bank was gone and a new structure was in its place, all public banking was returned to its original site. Loan function and internal operations areas were created in the remodeled structure. Finishing touches were applied and a 23,000-sq.-ft. integrated banking facility was in operation.

A key factor in selecting space planners for the Farmers & Merchants Bank project was effective reutilization of the existing site. Design/Build Concepts' plan to keep public areas in their original locations, but house them within the new structure (above), led to its selection as project design firm. Planners added warmth to the bank's streamlined, contemporary interior with woods, plants, and skylights (opp. page). Bronze and brass mirror mica treatments on teller counters and planters reflect sunlight and increase brightness within the space.


EXIT





"The bank is in a healthy market, but I believe design contributed to its new success. The final facility shows the public a 'we care' atmosphere; it presents a service-oriented image to its customers"–DOMURAT.

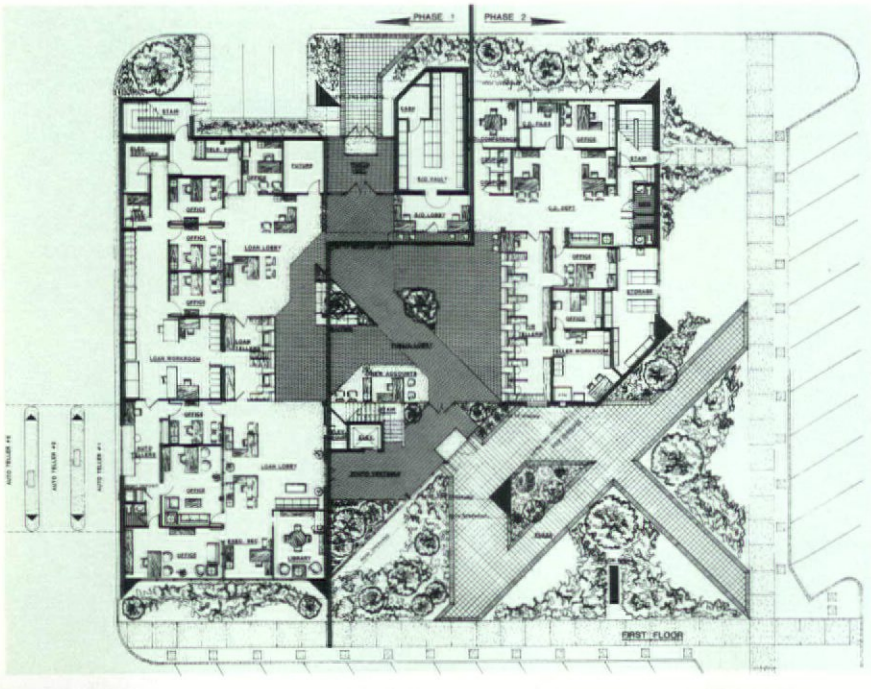
FARMERS & MERCHANTS BANK

Woods, daylight add intimacy

Says Domurat, "The bank selected its space planning firm by competition. The big factor in the contest was effective reutilization of the existing property." Clearly, the Design/Build Concepts program achieved that goal by permitting public areas to remain in their original, highly visible location—the prime corner of a city block—for all but five of the months that construction was under way.

The newly designed bank features public areas filled with skylights, plants, and warm woods as well as bronze and brass mirror mica accents. Earth-tone paver tile floors further accent a streamlined, yet warm, environment.

Currently estimated at 92 million in deposits (before redesign the total was $40 million), the bank reflects what Domurat calls an "aggressive image that is not cold." Or as Farmers & Merchants president Ken Schultz notes, "We did not lose the intimacy that has always appealed to our customers through the space expansion." □





SOURCES

Teller counters—Schjonning & Waller Custom Furniture. **Pavers**—Gail International. **Millwork**—W.P. Stevens Lumber Co. **Chairs**—Thonet, Myrtle Desk, Davis Furniture, Bielner & Thomas, Classic Leather. **Upholstery**—Kravet, Boris Kroll, Pindler & Pindler. **Desks and credenzas**—Xception, Mueller, R-Way. **Lamps**—George Kovacs. **Planters**—Architectural Supplements. **Receptacles**—Finealum. **Desk accessories**—Allyn Bank Equipment, McDonald Products. **Carpet**—J&J Industries. **Wallcovering**—Coral of Chicago. **Interior Plantings**—Oak Knoll Landscaping. **Tapestries**—Susan Starr. **Casements**—Lazarus Fabrics, Frankel. **Binds**—Macra Knit.

Architecture and design—Dick Domurat, president/program director; Teresa Martin, operations director; Debbi Gering, interiors/space designer; Richard Su, Charles Taylor, Frank Ward, Edgar Paul, architectural team; Design/Build Concepts. **Lighting design and electrical engineering**—Ron Bolden. **Mechanical engineering**—United Energy Consultants.

As shown in the floor plan (opp. page, bottom), Phase I–the remodeled insurance building–is devoted primarily to loan functions. Internal operations are located on second floor. Phase II, the newly built bank facility, is home to all public, retail banking areas. A single-story structure, Phase II features a mezzanine (opp. page, top) on which executive offices are located. Executives opted for traditional decor within private offices to contrast the streamlined, contemporary look of public space (below).

Photos by Jonathan Hillyer

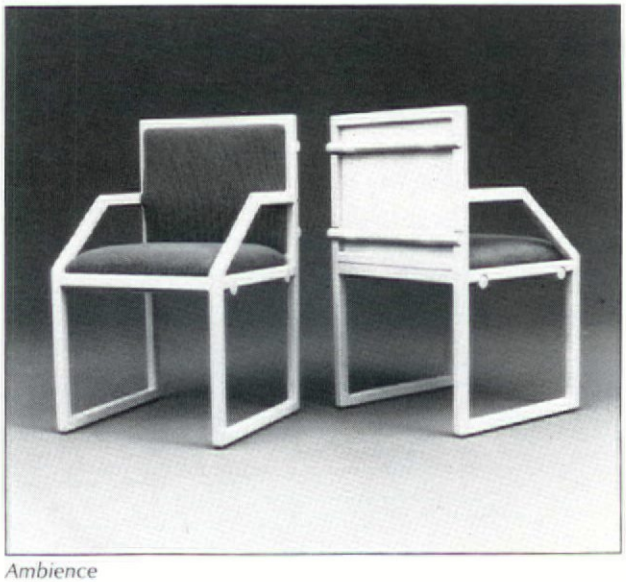


Traditional, High-Tech, & European Styles Offered For Bank Design

Adjustability & maintenance add merit to products aimed at prestige projects



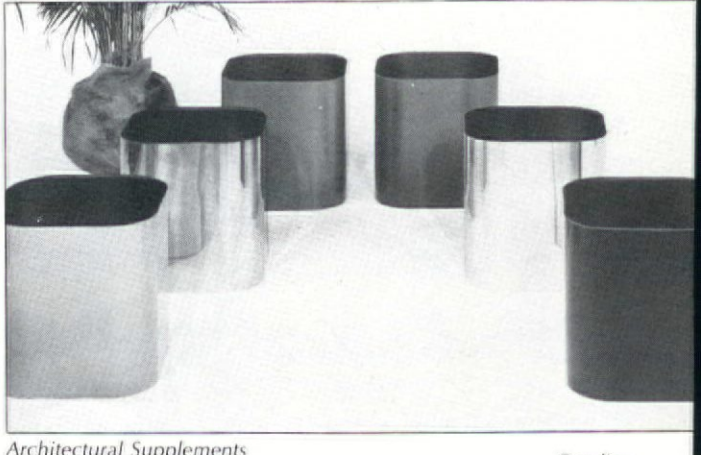
Modern Mode



Ambience

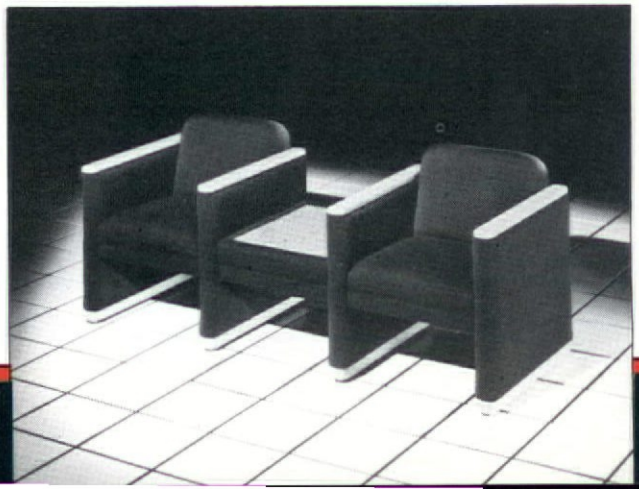


Pace



Architectural Supplements

Carolina



The Pace Collection—Sana Chair series, designed by Vaghi, is engineered to meet nearly any application. **Circle No. 211.**

Modern Mode—Coordinated seating for various levels has been added to the 20/20 series by Norman Cherner. Two- and three-seat lounge seating is offered. **Circle No. 218.**

Ambience/Contract—Multi-purpose chairs in pickled or lacquered maple are designed with a dowel system for easy upholstery removal and change. Jorge Letelier designed the unit. **Circle No. 219.**

Architectural Supplements Inc.—"Quark" planters are offered with radius corners, and are available in 8- to 20-in. heights. **Circle No. 261.**

Carolina Seating—Modular grouping offers options for bank waiting areas and lobbies. Chair has exposed wood arms. Table is laminated for high durability. **Circle No. 217.**



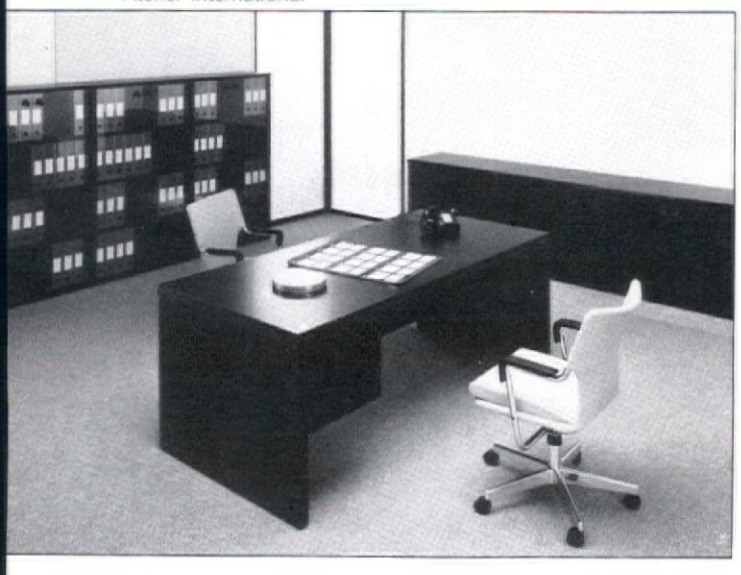
Domus

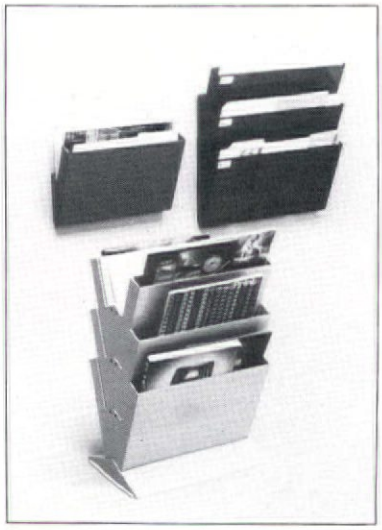
Domus International—Gas lifts and tilt/swivel mechanisms are standard on office and executive models. **Circle No. 205.**

Atelier International—King Miranda desk series was designed by Perry King and Santiago Miranda as part of the Marcatré system. **Circle No. 249.**

ICF—Charles and Jane Dillon designed this office seating line to suit many tasks. **Circle No. 342.**

Atelier International





Rubbermaid

Rubbermaid—QuickPockets™ filing system is designed for organizing, collating, filing, or displaying reference materials. Standing or hanging units are offered. **Circle No. 243.**

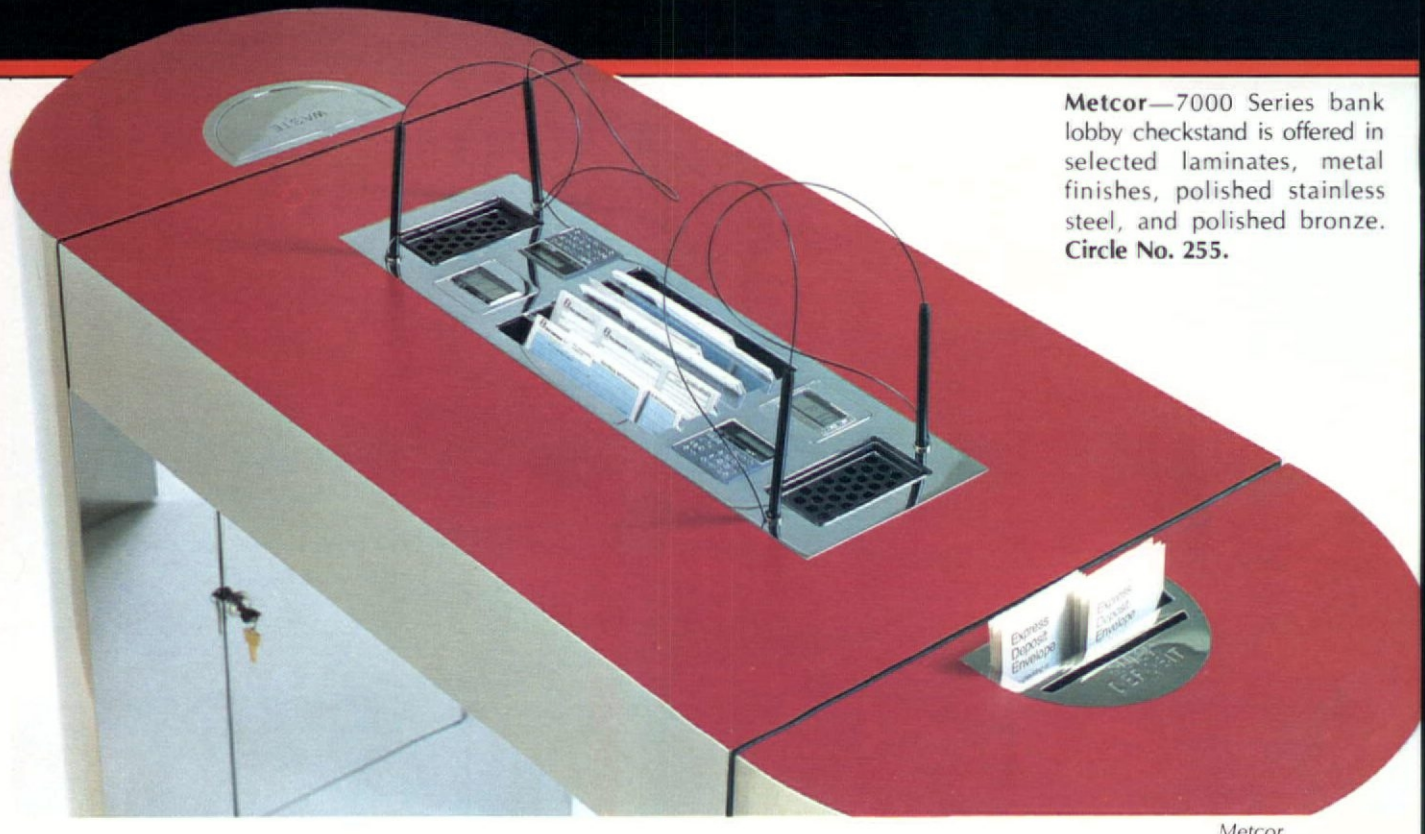


Moderntone

Moderntone Furniture—Dynamic MK III chair is designed for executive use. Five-star base assures stability. **Circle No. 202.**



ICF



Metcor—7000 Series bank lobby checkstand is offered in selected laminates, metal finishes, polished stainless steel, and polished bronze. **Circle No. 255.**

Metcor

High-tech banking accommodated

Modulex—Update rate board provides means of posting the latest market and investment rates. **Circle No. 258.**

Stow/Davis—Elective Elements 1™ can be specified in a range of panels and worksurfaces. Items are shown with the Moving Chair designed by Richard Schultz. **Circle No. 248.**

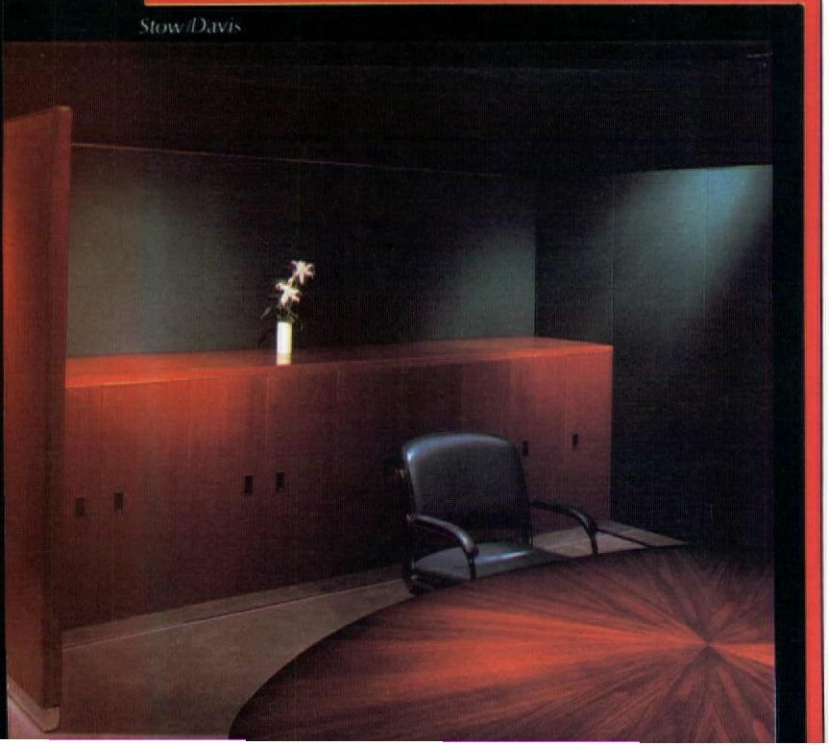
Brickel Associates—Ward Bennett designed the Bankers Series™ in men's club style. Natural oiled cherry and other finish options are offered. **Circle No. 201.**

Gregson Furniture Inds.—Lounge seating has club styling and corded detailing. Camelback sofa has removable cushions. **Circle No. 223.**



Modulex

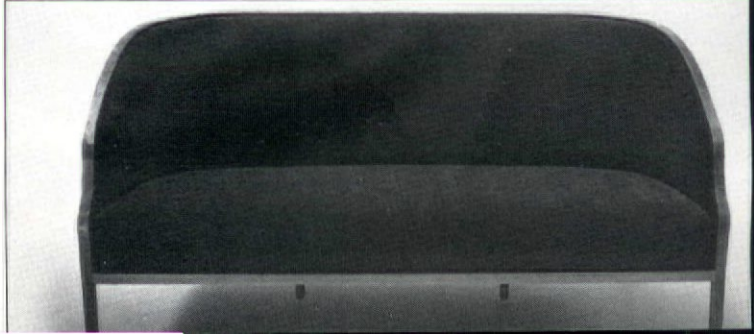
Stow/Davis





Gregson

Brickel



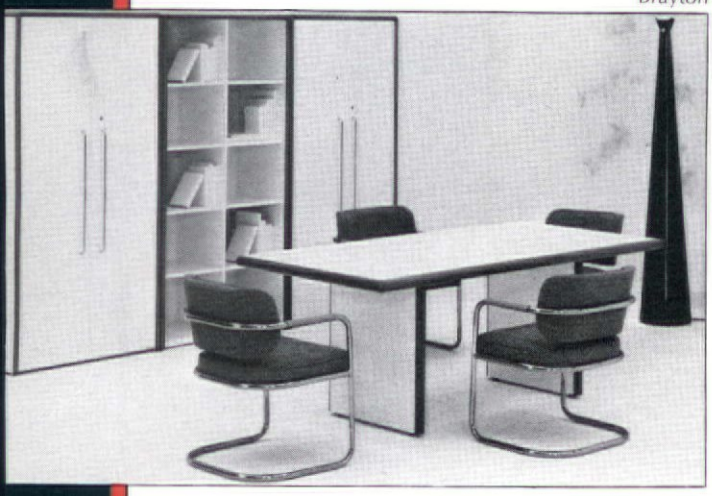


Probber

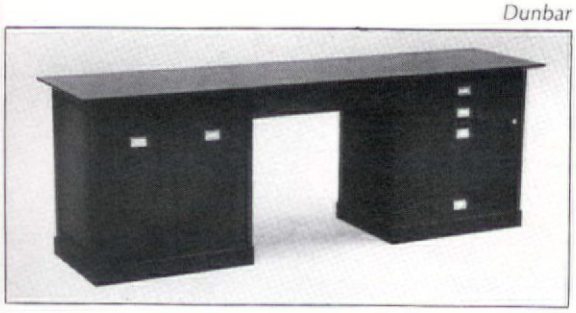


Glaro

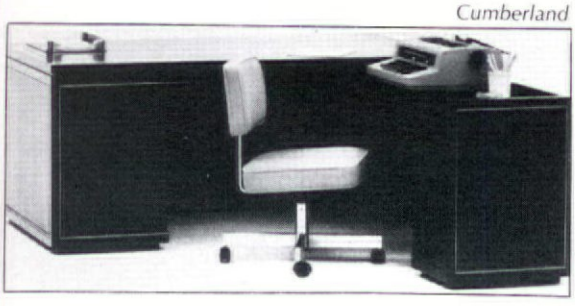
Brayton



Dunbar



Cumberland



Spec'built



Harvey Probber Inc.—Kastholm chair is well-suited to bank environments. Polished chrome tubular cantilever base has integrated armrests. **Circle No. 222.**

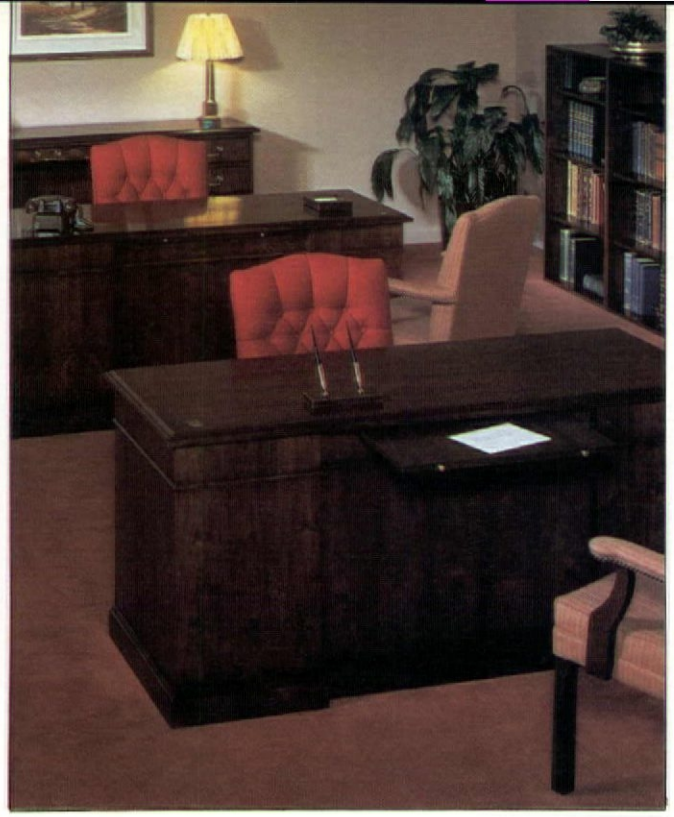
Glaro Inc.—Crowd control posts and ropes help direct bank traffic through teller lines. **Circle No. 256.**

Brayton International Collection—Signum series was designed at the Cologne workshop of Klein and Stoll. **Circle No. 246.**

Dunbar—Sudbury Collection offers mahogany solids and veneers trimmed with brass hardware. Desks, credenzas, and upper cabinets are offered. **Circle No. 234.**

Cumberland—Series 3 line consists of desks, credenzas, and breakfront cabinets. Bronze reveal is standard. **Circle No. 236.**

Spec'built—Trading desks for Bankers Trust were engineered, manufactured, and installed to custom design. **Circle No. 260.**



Kimball



All-Steel

BANK FURNITURE/FURNISHINGS

Lacquer, polyester add sheen

Kimball Office Furniture—900 Series blends select walnut veneers with traditional styling. Hand-rubbed lacquer finish highlights wood. **Circle No. 229.**

All-Steel—Recessed, full panel creates an executive appearance in a steel desk. Unit is topped with laminate or veneer. **Circle No. 233.**

Kofabco—Series 91 group includes arm and side chairs. Steel chairs are offered in finishes. **Circle No. 209.**

Tulip Inc.—August model features high back and swivel/tilt controls. **Circle No. 206.**

Collezione Simon—Hiroyuki Tsugawa designed this modular drawer and closet series in plywood finished with glossy black pigmented polyester. **Circle No. 241.**



Kofabco



Tulip

Collezione Simon





Wilsonart

Wilsonart—Primeline Tambour provides decorative treatment in the lobby of Republicbank Grand Prairie, Grand Prairie, Tex. **Circle No. 259.**

John Boos & Co.—Solid red oak frame highlights contemporary group. Cane, rail, or solid backs are design options. **Circle No. 343.**

Cramer—Priva I teller seat provides ergonomic support. Seat height adjusts automatically. **Circle No. 203.**

iil International—Delta Series seating comes in secretarial, middle management, executive, and lounge variations. Casters or glides are offered. **Circle No. 216.**

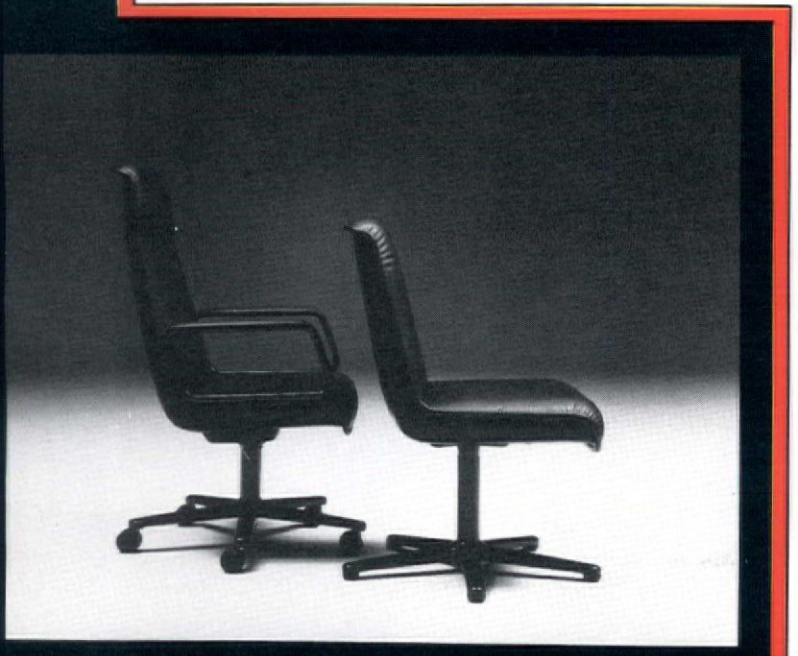
Domore—Radius/Square by Robert DeFuccio allows top- and end-panel specification in four variations. Unit is offered in red, black, or brown mahogany, plus white oak. **Circle No. 240.**



John Boos

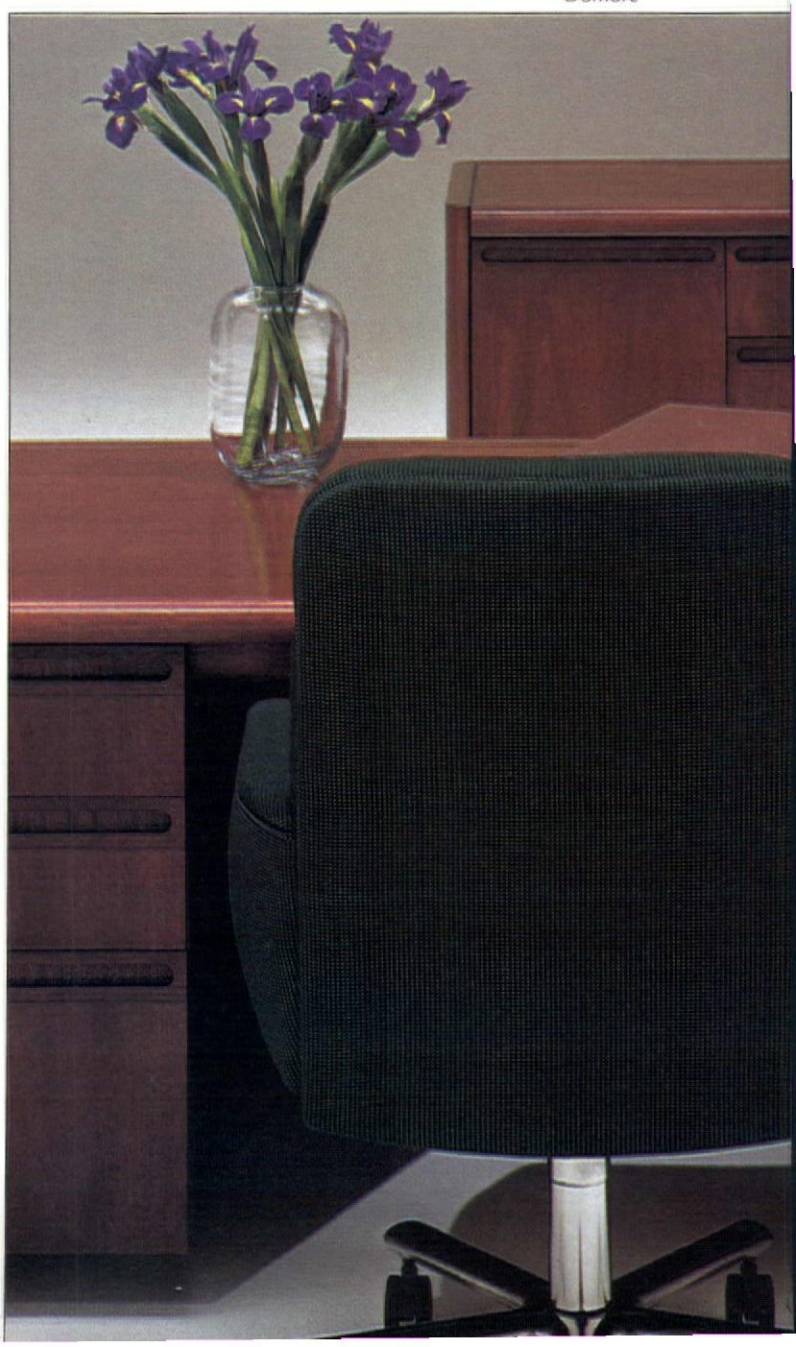


Cramer

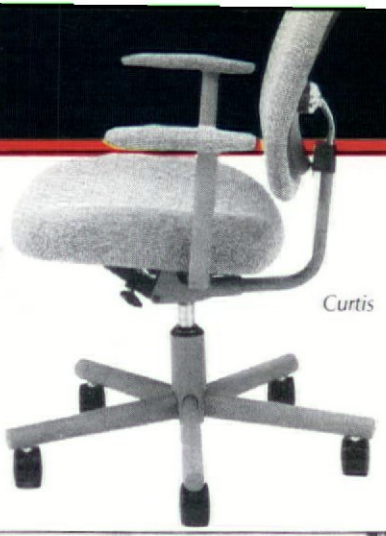


iil

Domore



Products for public, private space



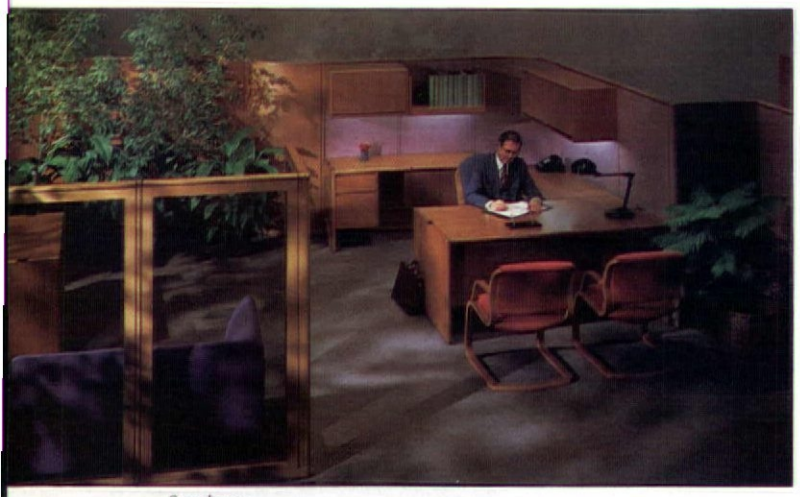
Curtis



Howe



Insul-Art



Steelcase



Falcon



Smith & Watson

Howe Furniture Corp.—Norman Cherner's racetrack conference table/desk comes with plastic laminate or oak veneer top. Fixed- and flip-top models are offered.
Circle No. 228.

Curtis Products Ltd.—Model 862 Operators chair features ergonomic design with gas lift and four-way back adjustment. Stool base options include adjustable footrest.
Circle No. 226.

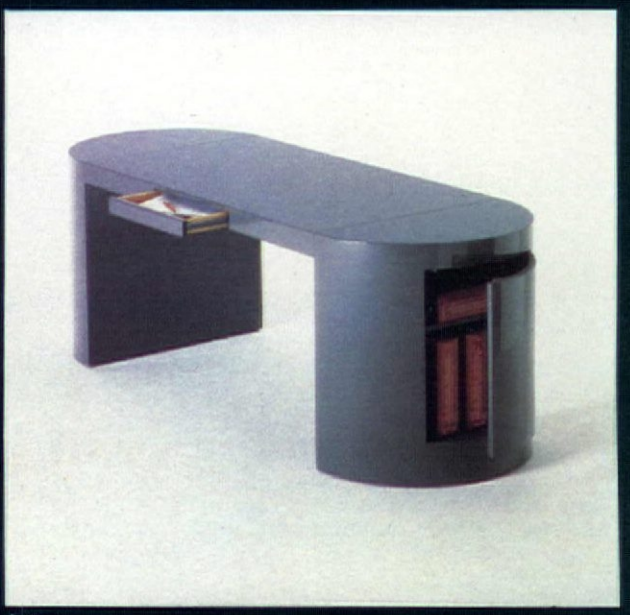
Steelcase—Valencia wood system includes electronic support capabilities; panels offer two- or three-circuit wiring. Support furniture and adjustable worksurfaces are available. **Circle No. 244.**

Insul-Art Acoustics Corp.—Decorative wall panels offer acoustical control in teller areas, or in public spaces where noise is a problem.
Circle No. 254.

Falcon—Line of upholstered lounge seating includes tambour variations.
Circle No. 204.

Smith & Watson—Mahogany CRT station features pull-out keyboard drawer and traditional detailing.
Circle No. 231.

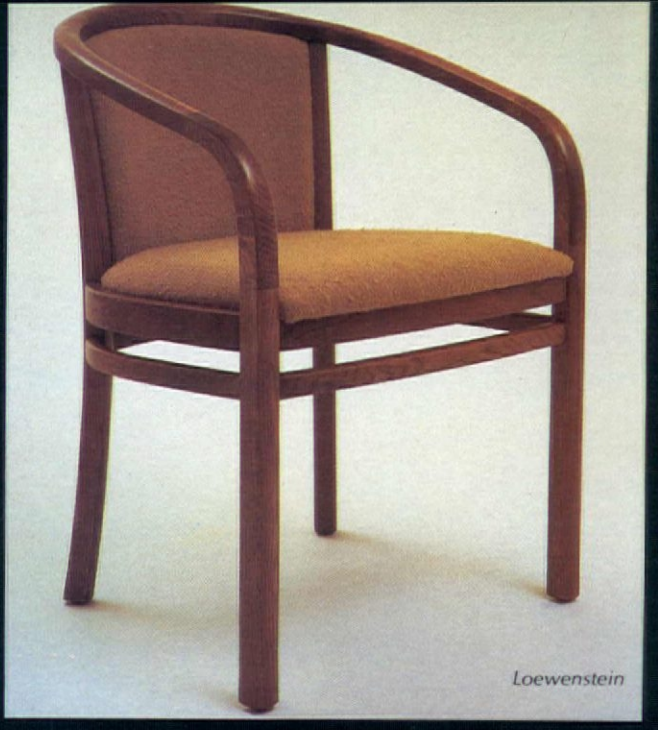
Intrex Inc.—Habitat 25 series features desks, credenzas, files, wardrobes, and occasional tables for total coordination.
Circle No. 227.



Intrex



Hauserman



Loewenstein

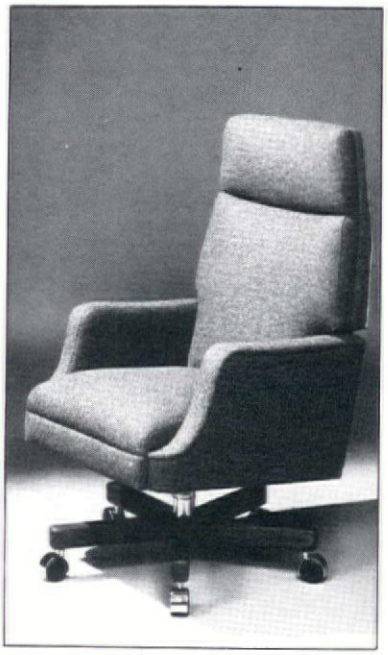
Hauserman—Chuck Pelly designed the Crista chair with single stamped steel shell and molded cushion form.
Circle No. 212.

Loewenstein—Tonino arm chair works well as a pull-up or side model. Steambent ash frame has bent cross supports.
Circle No. 200.

Marden Mfg. Inc.—Dick Tremulis presents generous proportions in his chair design. Fully adjustable seat height and back pitch are standard.
Circle No. 221.

Nienkamper—Taliesin tables by Thomas Lamb are available in cherry, ash, and mahogany. Multiple sizes and configurations permit various uses.
Circle No. 230.

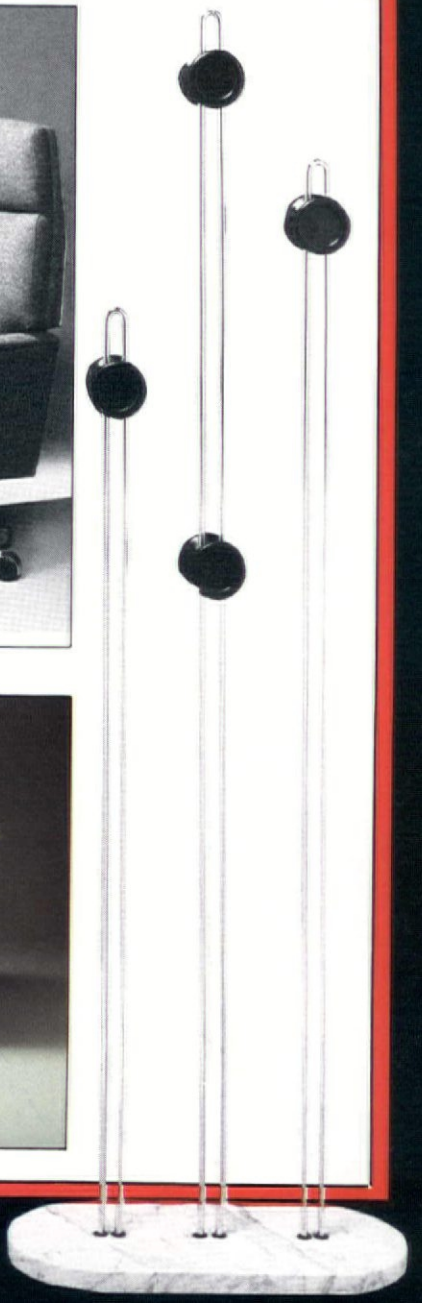
Peter Pepper Products—Hat and coat racks are designed for simplicity. Polished chrome is accented by granite and marble, depending on model.
Circle No. 257.



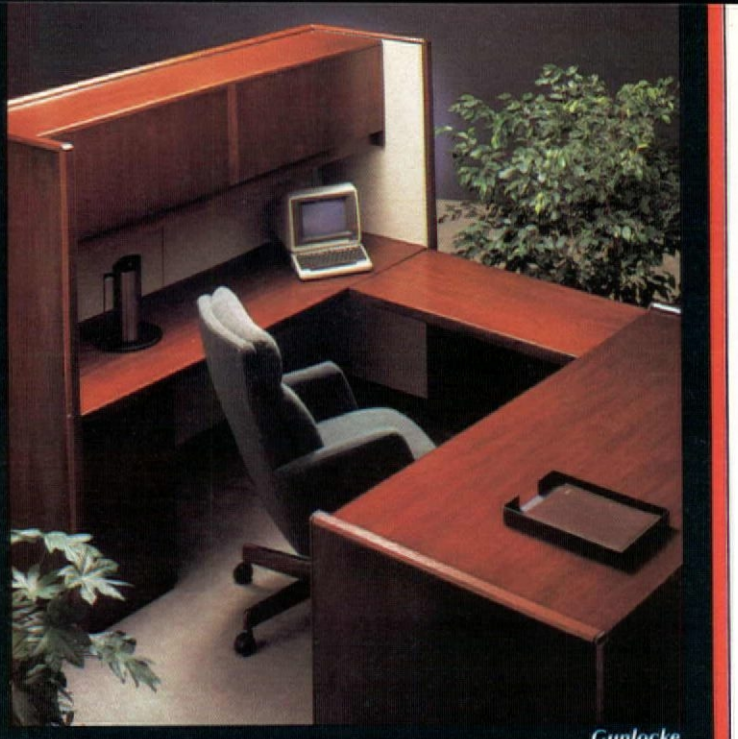
Marden

Nienkamper





Peter Pepper



Gunlocke



Davis

BANK FURNITURE/FURNISHINGS

Panel systems in range of styles

Gunlocke—GPS/Executive Business Units are crafted of mahogany. Power and communication lines are concealed in chrome or mahogany raceways. **Circle No. 245.**

Madison Furniture Inds.—Designed by Umanoff-Huin Associates, chairs combine solid mahogany with a lightly sculptured look. Product suits a variety of uses. **Circle No. 215.**

Davis Furniture Inds.—Inlaid burl top and shadow-molded foot base lend high style to this desk. **Circle No. 239.**

Patrician Furniture Co.—Signature series by Robert Schier includes highback posture chair, swivel/tilt model, and matching side chair. **Circle No. 214.**

Baker Furniture, Contract div.—Al Herbert designed this executive series with returns for CRT use. Perimeter banding of walnut veneers enhances finish. **Circle No. 237.**

Conwed—Radius-edge styling is teamed with mahogany for an executive appearance. Varied configurations are offered. **Circle No. 251.**



Madison



Patrician



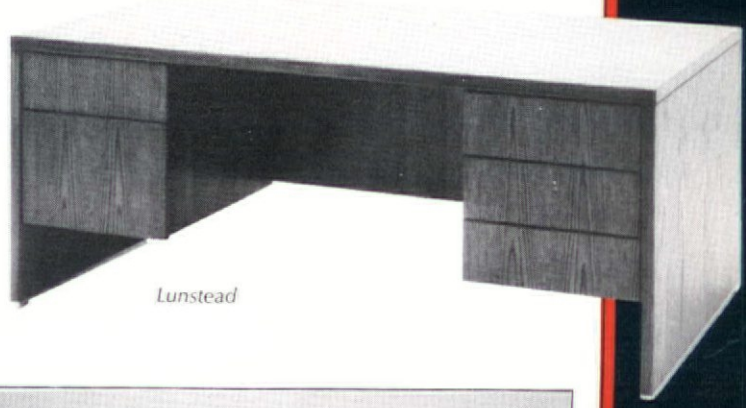
Baker

Conwed





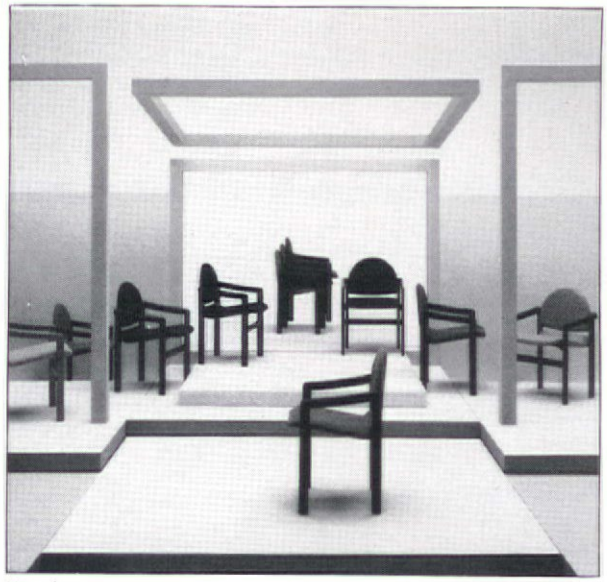
Artec



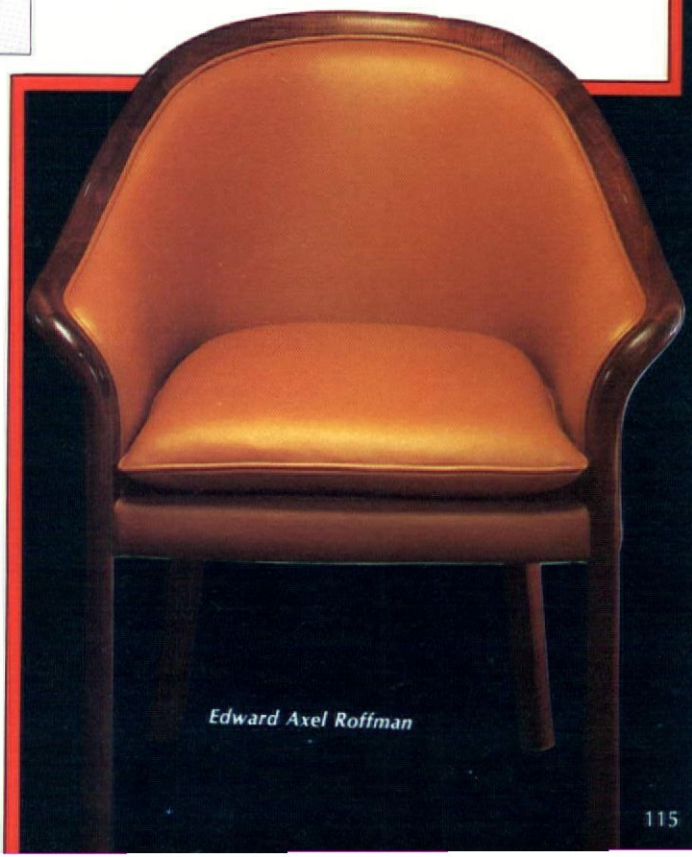
Lunstead



Hardwood House



Worden



Edward Axel Roffman

Artec—Traditional Furniture System (TFS) emphasizes top detailing such as beveled solid walnut, wood raceway covers, and bronze pulls. Catalyzed poly-vinyl topcoat protects the surface. **Circle No. 247.**

Lunstead—Tripoli casegoods series features glued-and-dowelled construction and oak drawer boxes. Wireway grommets are standard. **Circle No. 238.**

Hardwood House—Styled for banking uses where CRTs are required, desk return is offered in 24-in. depth. **Circle No. 235.**

Worden Co.—H.E.L. Multi-Chair is stackable and comes in hundreds of textiles. Leathers, lacquers, and various wood finishes are also available. **Circle No. 224.**

Edward Axel Roffman—Banker pull-up chair has sculpted wood frame in transitional styling. Cherry wood is offered in a variety of finishes. **Circle No. 207.**

FURNITURE COMPONENT DIRECTORY

100-PLUS FURNITURE COMPONENT SOURCES LISTED IN CONTRACT'S FIRST COMPONENT DIRECTORY

Contract specifiers often need help in locating furniture component sources and CONTRACT is responding with this first furniture component directory. Included are components and hardware in three major categories: chairs and seating, desks and filing, and tables. The editors welcome reactions from readers in order to make next year's directory even more useful to specifiers.

Aetnacraft Industries Inc.
Brooklyn, NY 11215
212/768-8773
Circle No. 600.

Ajax Inds.
City of Industry, CA 91749
800/423-6547
Circle No. 601.

Allied Mechanical Tube Div.
Harvey, IL 60426
312/339-1610
Circle No. 602.

Allied Trend System Inc.
New York, NY 10001
212/243-0754
Circle No. 603.

Alma Plastics Co.
Indianapolis, IN 46220
317/842-5671
Circle No. 604.

American Booth Creators
Horseheads, NY 14845
607/739-3621
Circle No. 605.

American Caster Corp.
Los Angeles, CA 90031
213/CAS-TERS
Circle No. 606.

Anti-Fire-Foam Inc.
Atlanta, GA 30303
404/688-3467
Circle No. 607.

Ashland Products Co.
Chicago, IL 60628
312/568-6500
Circle No. 608.

Bangkok Inds. Inc.
Philadelphia, PA 19124
215/537-5800
Circle No. 609.

Bassick Division
Bridgeport, CT 06602
203/366-3671
Circle No. 610.

Bendix Mouldings Inc.
Northvale, NJ 07647
800/526-0240
Circle No. 611.

CHF Inds.
Grayslake, IL 60030
312/223-1900
Circle No. 697.

Cardinal Corp. of Stanley WI
Stanley, WI 54768
715/644-5531
Circle No. 612.

Chairmasters Inc.
Bronx, NY 10541
212/292-0600
Circle No. 613.

Collier-Keyworth Co.
Gardner, MA 01440
617/632-0120
Circle No. 614.

Corry Contract Inc.
Corry, PA 16407
814/665-8221
Circle No. 615.

Curvply Wood Products
Orono, Ontario LOB 1MO
416/983-9171
Circle No. 616.

D & E Co. Inc.
High Point, NC 27262
919/431-1189
Circle No. 618.

The Diller Corp.
Morton Grove, IL 60053
312/966-4100
Circle No. 698.

Dor-Val Mfg. Ltd.
St. Laurent, Quebec H4K 2E1
514/336-7780
Circle No. 619.

Eggers Inds.
Two Rivers, WI 55421
414/793-1351
Circle No. 703.

Eldon Office Products
Carson, CA 90745
800/421-1301
Circle No. 620.

Esselte Pendaflex Corp.
Garden City, NY 11530
516/741-3200
Circle No. 621.

European Marble Works Co. Inc.
Brooklyn, NY 11211
212/387-9778
Circle No. 622.

Falcon Products Inc.
St. Louis, MO 63132
314/991-9200
Circle No. 623.

Faull & Son Tool & Die Co.
Niles, OH 44446
216/652-4341
Circle No. 624.

Faultless Division
Evansville, IN 47711
812/425-1011
Circle No. 625.

Fiberesin Inds.
Oconomowoc, WI 53066
414/567-4427
Circle No. 626.

Filing Equipment Inc.
Ringgold, GA 30736
800/241-5246
Circle No. 627.

Firestone Foam Products Co.
E. Providence, RI 02914
401/438-0900
Circle No. 628.

Flexible Materials Inc.
Louisville, KY 40213
502/634-3681
Circle No. 629.

Flex-O-Lators Inc.
Carthage, MO 64836
417/358-4095
Circle No. 630.

Furntek-Hettich America Corp.
Charlotte, NC 28221-6792
800/438-5939
Circle No. 631.

Gem Industries
Gardner, MA 01440
617/632-6800
Circle No. 632.

Gift Craft Leather Co. Inc.
Long Island City, NY 11106
212/204-1222
Circle No. 633.

Gordon Intl.
New York, NY 10016
212/532-0075
Circle No. 634.

Gordon Mfg. Co.
Grand Rapids, MI 49508
616/698-6060
Circle No. 635.

Grant Hardware Co.
W. Nyack, NY 10994
914/358-4400
Circle No. 636.

Guardsman Chemicals
Grand Rapids, MI 49501
616/957-2600
Circle No. 637.

Häfele America Co.
High Point, NC 27261
800/334-1873
Circle No. 638.

Haydock Caster Co.
Niles, IL 60648
312/647-0022
Circle No. 639.

Hoover Universal Inc.
Georgetown, KY 40324
502/863-3910
Circle No. 640.

The Ironmonger Inc.
Chicago, IL 60614
800/621-1937
Circle No. 641.

Jasper Wood Products Co. Inc.
Jasper, IN 47546
812/482-3454
Circle No. 642.

Kay Springs Inc.
Syosset, NY 11791
516/364-2010
Circle No. 643.

Kenlin Enterprises Inc.
Highland Park, IL 60035
312/831-2300
Circle No. 644.

Kewaunee, Flexible Furn. Div.
Plainwell, MI 49080
616/685-6831
Circle No. 645.

Knape & Vogt Mfg. Co.
Grand Rapids, MI 49505
616/459-3311
Circle No. 646.

L & B Mfg. Corp.
Santa Monica, CA 90406
213/870-5771
Circle No. 647.

Laminart Inc.
Elk Grove Village, IL 60007
800/323-7624
Circle No. 648.

Leggett & Platt Inc., EST Div.
Grafton, WI 53024
414/377-3270
Circle No. 649.

Leggett & Platt Inc.
Carthage, MO 64836
417/358-8131
Circle No. 650.

MII Lundia Inc.
Jacksonville, IL 62650
217/243-8585
Circle No. 651.

Maynard Plastics Co. Inc.
Salem, MA 01970
617/744-8000
Circle No. 652.

Micro-Veneer of N. America
Morton Grove, IL 60053
312/674-WOOD
Circle No. 699.

Milsco Mfg. Co.
Milwaukee, WI 53223
414/354-0500
Circle No. 653.

Modern Plastics Corp.
Wilkes-Barre, PA 18702
717/822-1124
Circle No. 654.

No Sag Spring
Div. Lear Siegler
Berkley, MI 48072
800/521-0974
Circle No. 655.

Normbau Design System
Addison, IL 60101
312/627-8244
Circle No. 656.

Peregrine Imports Ltd.
Plainview, NY 11803
516/454-8150
Circle No. 657.

Peter Pepper Products Inc.
Compton, CA 90221
213/979-0815
Circle No. 658.

H. Pfanstiel Hardware Co.
Jeffersonville, NY 12748
914/482-4445
Circle No. 659.

Pioneer Plastics, Div. LOF Plasti
Auburn, ME 04210
207/784-9111
Circle No. 660.

Redco Mfg. Div. LHL Corp.
Grand Rapids, MI 49501
800/253-8106
Circle No. 661.

Reiss Inds. Inc.
Watertown, WI 53094
414/261-7975
Circle No. 662.

Reliance Upholstery Supply
Gardena, CA 90247
213/321-2300
Circle No. 663.

Roanoak Inc.
Jenison, MI 49428
616/457-5290
Circle No. 702.

Rohm & Haas
Philadelphia, PA 19105
215/592-3000
Circle No. 664.

Romac Fabrications Inc.
Charlotte, NC 28237
704/334-4795
Circle No. 665.

David Rothschild Co. Inc.
Columbus, GA 31902
404/324-2411
Circle No. 666.

Royal Seating Corp.
Cameron, TX 76520
817/697-6421
Circle No. 667.

Sainberg & Co. Inc.
Rego Park, NY 11791
212/897-7000
Circle No. 668.

Scott Paper Co., Foam Div.
Chester, PA 19013
215/876-2551
Circle No. 669.

Selby Furniture Hardware Co. Inc.
New York, NY 10010
212/673-4097
Circle No. 670.

Sempatap Inc.
San Gabriel, CA 91775
213/286-8954
Circle No. 671.

Sheerplas Inc.
Mooresville, NC 28115
704/563-1468
Circle No. 672.

Shepherd Products U.S. Inc.
St. Joseph, MI 49085
616/983-7351
Circle No. 673.

Sherwin-Williams Co.
Chemical Coatings Div.
Chicago, IL 60628
312/821-3182
Circle No. 674.

The Slidex Corp.
Leola, PA 17540
717/656-4176
Circle No. 675.

Stafast Products Inc.
Painesville, OH 44077
800/STA-FAST
Circle No. 676.

Sunline Hardware Mfg. Inc.
King, NC 27021
919/983-2116
Circle No. 677.

Superba Caster Corp.
Niles, IL 60648
312/647-0027
Circle No. 678.

Suspa Inc.
Grand Rapids, MI 49508
616/531-9600
Circle No. 679.

Techtonic Corp.
Middleton, WI 53562
608/836-7717
Circle No. 680.

Thompson Butcher Block Co.
Kingston, NY 12401
914/338-4746
Circle No. 681.

Tile Tops Inc.
St. Louis, MO 63011
314/576-6117
Circle No. 700.

Torxon Inc.
San Carlos, CA 94070
415/595-5035
Circle No. 682.

Toyad Corp.
Latrobe, PA 15650
412/537-9000
Circle No. 683.

Trendler Metal Products
Chicago, IL 60623
312/762-3300
Circle No. 684.

Trips in Resin Inc.
Oceanside, NY 11572
800/645-2606
Circle No. 685.

Ultra-Flex Corp.
High Point, NC 27261
919/886-4131
Circle No. 686.

Uniroyal Inc.
Mishawaka, IN 46544
212/256-8443
Circle No. 687.

Van Waters & Rogers
Cerritos, CA 90701
213/926-0441
Circle No. 688.

Vemaline Products
Warwick, RI 02886
401/739-7600
Circle No. 689.

Victor Systems & Equipment
Marietta, OH 45750
800/848-9761
Circle No. 690.

Walker & Zanger Inc.
Scarsdale, NY 10583
914/472-5666
Circle No. 691.

Warvel Products Inc.
Gillett, WI 54124
414/855-2194
Circle No. 692.

David R. Webb Co. Inc.
Edinburgh, IN 46124
812/526-2601
Circle No. 693.

Wendell Fabrics Corp.
Blacksburg, SC 29702
803/839-6341
Circle No. 694.

Werzalit of America Inc.
Pell City, AL 16701
814/362-3881
Circle No. 695.

Williams Office Furniture Co.
New York, NY 10001
212/695-6766
Circle No. 696.

Wilsonart
Temple, TX 76501
800/433-3222
Circle No. 701.

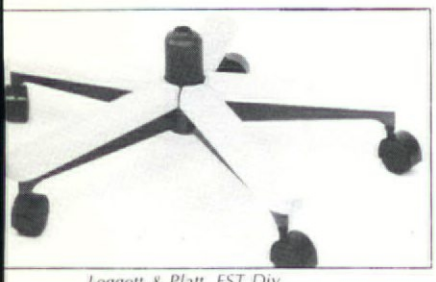
Chairs/Seating

Company Name	Bases	Cane Webbing	Casters	Chair Controls P = Pneumatic M = Manual	Convertible Mechanisms	Fasteners	Fiber Materials	Fire Retardant Foam	Foam	Frames	Gas Cylinders	Glides	Molded Shells	Plastic Materials	Rubber Webbing	Springs & Supports	Swivels	Tubing	Other
Aetnacraft Industries Inc.	✓								✓									✓	
Allied Mechanical Tube Div.																		✓	
American Booth Creators	✓																		
American Caster Corp.			✓																
Anti-Fire-Foam Inc.							✓												
Ashland Products Co.						✓					✓		✓						
Bassick Division	✓																		
Bendix Mouldings Inc.																			decorative wood mouldings & ornaments
Cardinal Corp. of Stanley WI	✓								✓		✓	✓	✓				✓		
Collier-Keyworth Co.	✓			m	✓														self-skin urethane base covers
Curvply Wood Products												✓							
D & E Co.	✓																		
European Marble Works Co.									✓										
Faull & Son Tool & Die Co.	✓			m												✓			
Faultless Division	✓		✓	m															
Firestone Foam Products Co.								✓											
Flex-O-Lators Inc.													✓		✓				
Furntek-Hettich America Corp.						✓										✓			
Gem Industries	✓				✓				✓						✓				
Gordon Mfg. Co.	✓			p,m												✓			
Guardsman Chemicals																			metal coatings
Häfele America Co.			✓		✓	✓										✓			
Haydock Caster Co.			✓																
Hoover Universal Inc.				✓											✓	✓			
Jasper Wood Products Co.												✓							molded plywood arms, legs, seats, & backs

Company Name	Bases	Cane Webbing	Casters	Chair Controls P = Pneumatic M = Manual	Convertible Mechanisms	Fasteners	Fiber Materials	Fire Retardant Foam	Foam	Frames	Gas Cylinders	Glides	Molded Shells	Plastic Materials	Rubber Webbing	Springs & Supports	Swivels	Tubing	Other
Kay Springs Inc.															✓				
Leggett & Platt Inc., EST Div.	✓			p,m	✓			✓	✓		✓		✓	✓		✓	✓		
Leggett & Platt Inc.	✓			p,m	✓			✓	✓		✓		✓	✓		✓	✓	✓	
Milsco Mfg. Co.								✓											
No Sag Spring Div. of Lear Siegler	✓				✓	✓										✓	✓		steel frame furniture, continuous coil spring systems
Peregrine Imports Ltd.							✓												
Reiss Industries Inc.	✓		✓					✓	✓										
Reliance Upholstery Supply Co.							✓	✓	✓										
Rohm & Haas													✓						
Romac Fabrications Inc.	✓								✓										
David Rothschild Co.							✓												
Scott Paper Co., Foam Div.							✓	✓											
Shelby Furniture Hardware Co.			✓			✓					✓					✓			
Sheerplas Inc.													✓						plastic extrusions
Shepherd Products U.S. Inc.			✓																
Sherwin-Williams Co., Chemical Coatings Div.																			coatings
Stafast Products Inc.						✓													
Superba Caster Corp.			✓																
Suspa Inc.				p						✓									
Thompson Butcher Block Co.	✓		✓																
Torxon Inc.															✓				
Toyad Corp.							✓	✓											

Chairs/Seating

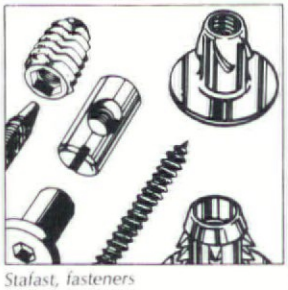
Company Name	Bases	Cane Webbing	Casters	Chair Controls P = Pneumatic M = Manual	Convertible Mechanisms	Fasteners	Fiber Materials	Fire Retardant Foam	Foam	Frames	Gas Cylinders	Glides	Molded Shells	Plastic Materials	Rubber Webbing	Springs & Supports	Swivels	Tubing	Other
Trendler Metal Products	✓		✓														✓	✓	
Ultra-Flex Corp.														✓					
Uniroyal Inc.								✓											
Van Waters & Rogers	✓			✓		✓	✓	✓	✓			✓			✓	✓	✓		
Walker & Zanger Inc.	✓	✓	✓		✓		✓			✓	✓	✓		✓	✓			✓	
Warvel Products Inc.								✓				✓							
Wendell Fabrics Corp.		✓																	
Werzalit of America Inc.												✓							interior seating parts
Wilsonart																			high-pressure laminate



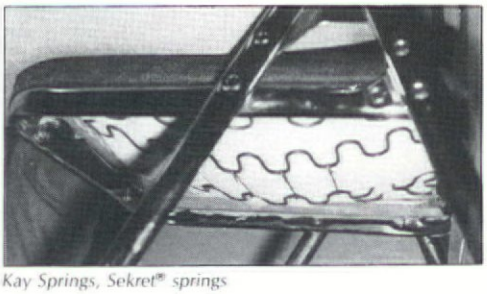
Leggett & Platt, EST Div., 8300 series die cast aluminum base



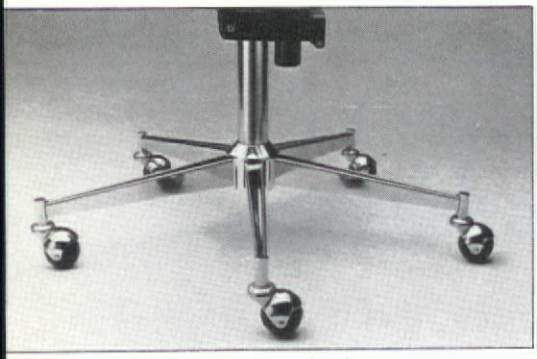
Bassick, caster



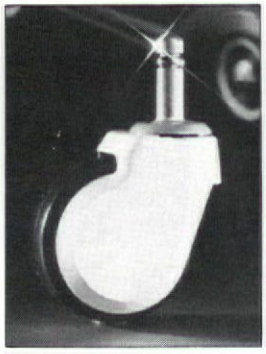
Stafast, fasteners



Kay Springs, Sekret® springs



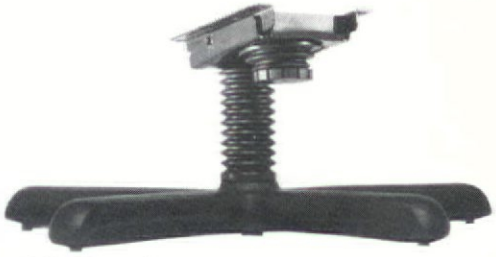
Trendler Metal Products, chair base



Faultless Div., classic convertible cap caster



Suspa, pneumatic height controls



Collier-Keyworth, Model 483 conical spring mechanism

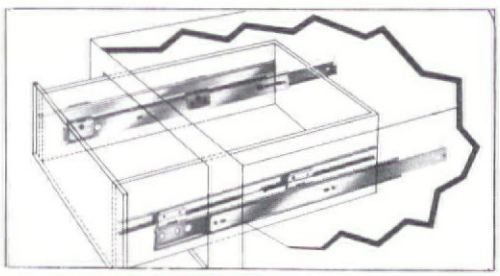
Desks & Filing

Company Name	Casters	Drawer & Drawer Components	Drawer Pulls & Knobs	Drawer Slides	File Systems	Glides	Laminates	Locks	Mouldings	Tubing	Wood Veneers	Other
Ajax Industries			✓	✓								
Allied Mechanical Tube Div.									✓			
Allied Trend System Inc.	✓						✓					sliding door track
Alma Plastics Co.		✓		✓	✓							
American Caster Corp.	✓											
Ashland Products Co.		✓		✓		✓						
Bangkok Inds. Inc.								✓		✓		
Bassick Division	✓											
Cardinal Corp. of Stanley WI	✓					✓		✓	✓	✓		
Corry Contract		✓		✓	✓					✓		
The Diller Corp.						✓				✓		
Eggers Inds.										✓		
Eldon Office Products				✓								
Esselte Pendaflex Corp.		✓		✓								
European Marble Works Co.												marble-onyx veneers
Faultless Division	✓		✓									
Fiberesin Inds.		✓				✓						melamine laminated panels
Filing Equipment Inc.		✓		✓								
Flexible Materials Inc.										✓		
Furntek-Hettich America Corp.		✓	✓	✓		✓	✓					
Grant Hardware Co.				✓								
Guardsman Chemicals												metal coatings
Häfele America Co.	✓	✓	✓	✓	✓		✓	✓				

Desks & Filing

Company Name	Casters	Drawer & Drawer Components	Drawer Pulls & Knobs	Drawer Slides	File Systems	Glides	Laminates	Locks	Mouldings	Tubing	Wood Veneers	Other
Haydock Caster Co.	✓											
The Ironmonger Inc.			✓									
Jasper Wood Products Co.							✓				✓	fully machined hardwood plywood
Kenlin Enterprises Inc.	✓		✓	✓		✓						
Kewaunee Flexible Furniture Div.		✓										
Knape & Vogt Mfg. Co.				✓	✓			✓				
Laminart Inc.							✓				✓	
Leggett & Platt Inc.									✓	✓		
MII Lundia Inc.					✓							
Maynard Plastics Co.							✓		✓			tambour profiles
Micro-Veneer of North America											✓	flexible wood veneers
Modern Plastics Corp.							✓					
Normbau Design System			✓									
H. Pfanstiel Hardware Co.			✓									
Pioneer Plastics Div. LOF Plastics							✓					
Reiss Industries Inc.	✓											
Roanoak Inc.											✓	
Sainberg & Co. Inc.												leather tops
Selby Furniture Hardware Co.	✓	✓	✓	✓		✓		✓				
Sempatap Inc.											✓	
Sheerplas Inc.		✓	✓									plastic extrusions
Shepherd Products U.S. Inc.	✓											
Sherwin-Williams Co., Chemical Coatings Div.												metal, wood, & plastic coatings
The Slidex Corp.				✓								hinges, metal frames, brackets, & braces

Company Name	Casters	Drawer & Drawer Components	Drawer Pulls & Knobs	Drawer Slides	File Systems	Glides	Laminates	Locks	Mouldings	Tubing	Wood Veneers	Other
Superba Caster Corp.	✓											
Techtonic Corp.		✓	✓	✓		✓			✓	✓		
Thompson Butcher Block Co.	✓	✓	✓	✓	✓	✓		✓	✓			
Van Waters & Rogers	✓											
Vemaline Products			✓									special applications
Victor Systems & Equipment					✓							insulated files
Walker & Zanger Inc.	✓	✓	✓	✓		✓	✓	✓	✓		✓	tambour
Warvel Products Inc.									✓			
David R. Webb Co.											✓	hardwood lumber
Wilsonart											✓	



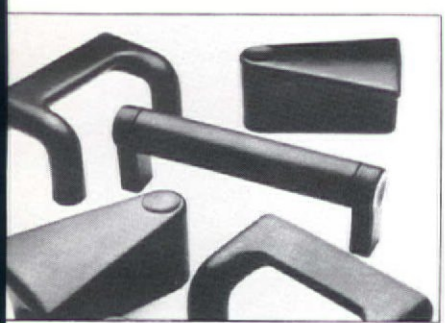
Grant Hardware,
full extension ball bearing drawer slide



Alma Plastics,
Mod-U-Line II file drawer system



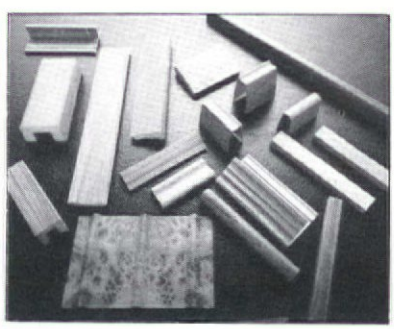
Eldon Products, filing system



The Ironmonger,
Flexgrip pulls and knobs



Wilsonart, Primeline® laminates



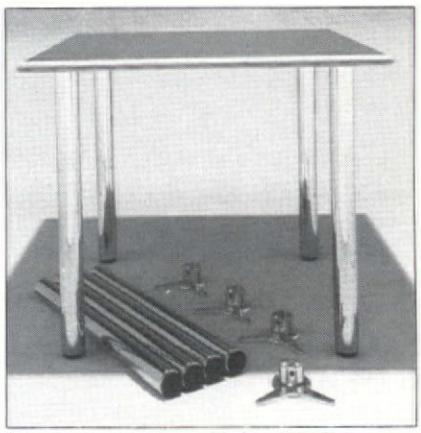
Flexible Materials, mouldings



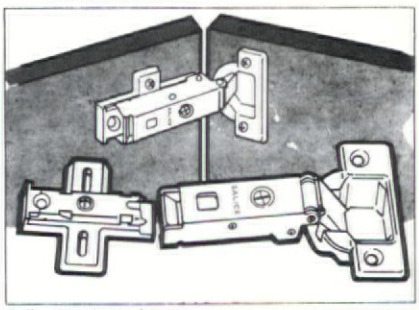
Bendix, wood mouldings

Tables

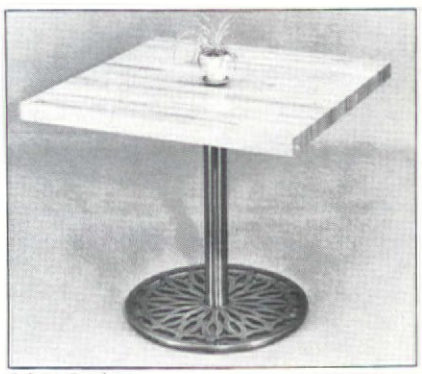
Company Name	Tops	Bases	Hardware/Hinges	
Aetnacraft Inds. Inc.		√		
Allied Trend System Inc.		√	√	
American Booth Creators	√	√	√	
Bangkok Inds. Inc.	√			
CHF Inds.	√	√	√	
Cardinal Corp. of Stanley WI	√	√		
Chairmasters Inc.	√	√		
Corry Contract Inc.	√	√		
D & E Company Inc.		√		
Dor-Val Mfg. Ltd.	√	√		
European Marble Works Co.	√	√		
Falcon Products Inc.	√	√		
Faull & Son Tool & Die Co.		√		
Faultless Division		√		
Fiberesin Inds.	√			
Filing Equipment Ind.	√			
Gem Inds.		√	√	
Giftcraft Leather Co.	√	√		
Gordon Int'l.	√	√		
Häfale America Co.			√	
Jasper Wood Products Co.	√	√		
L & B Mfg. Corp.	√	√	√	



Peter Pepper Products, table legs



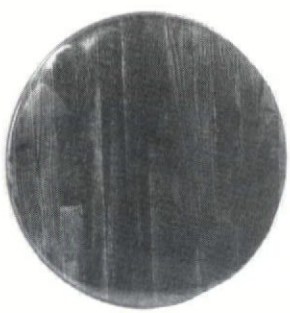
Selby Furniture, hinges



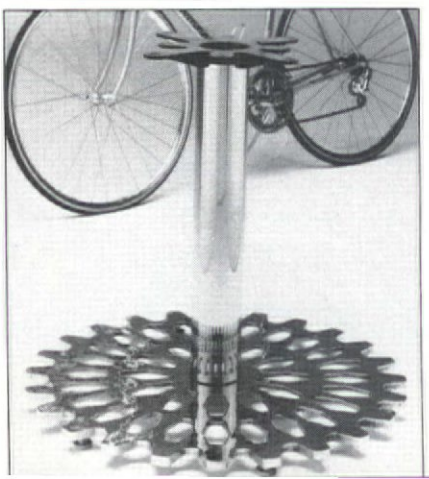
Falcon Products,
Series 2700 manhole cover design table base



Bangkok, butcher block table tops



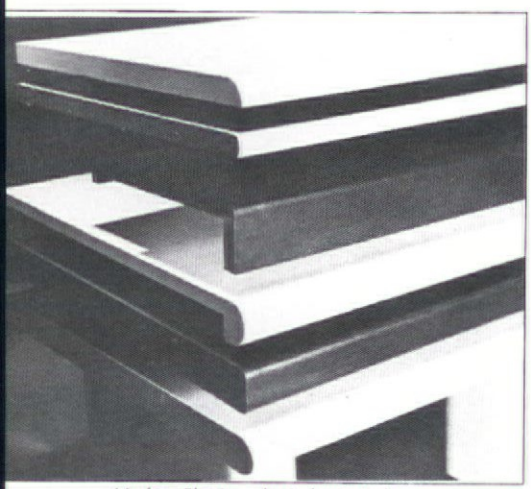
Trips in Resin,
oak plank table top



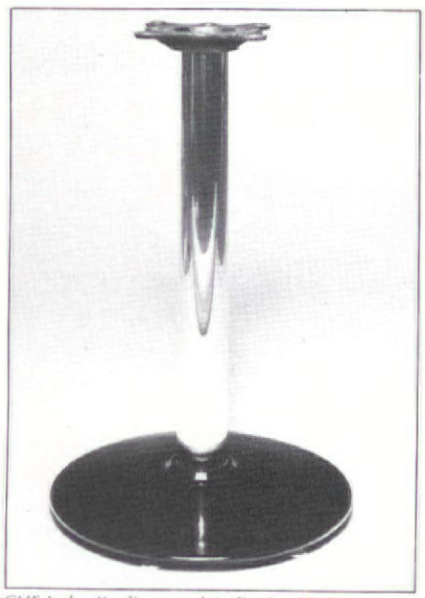
L&B Mfg.,
gear design table base



Chairmasters, oak table top with brass inlay

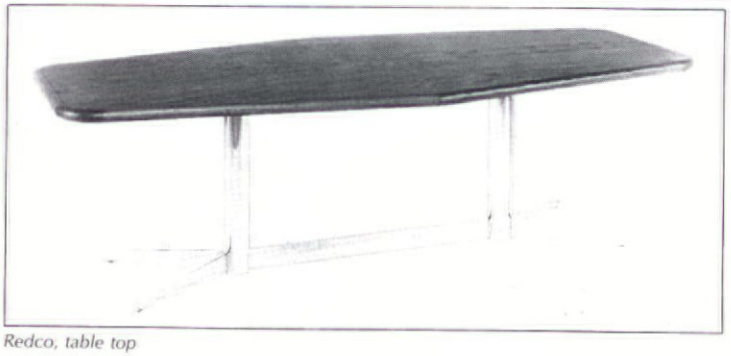


Modern Plastics, plastic laminated tops



CHF Inds., Kaolin porcelain finish table base

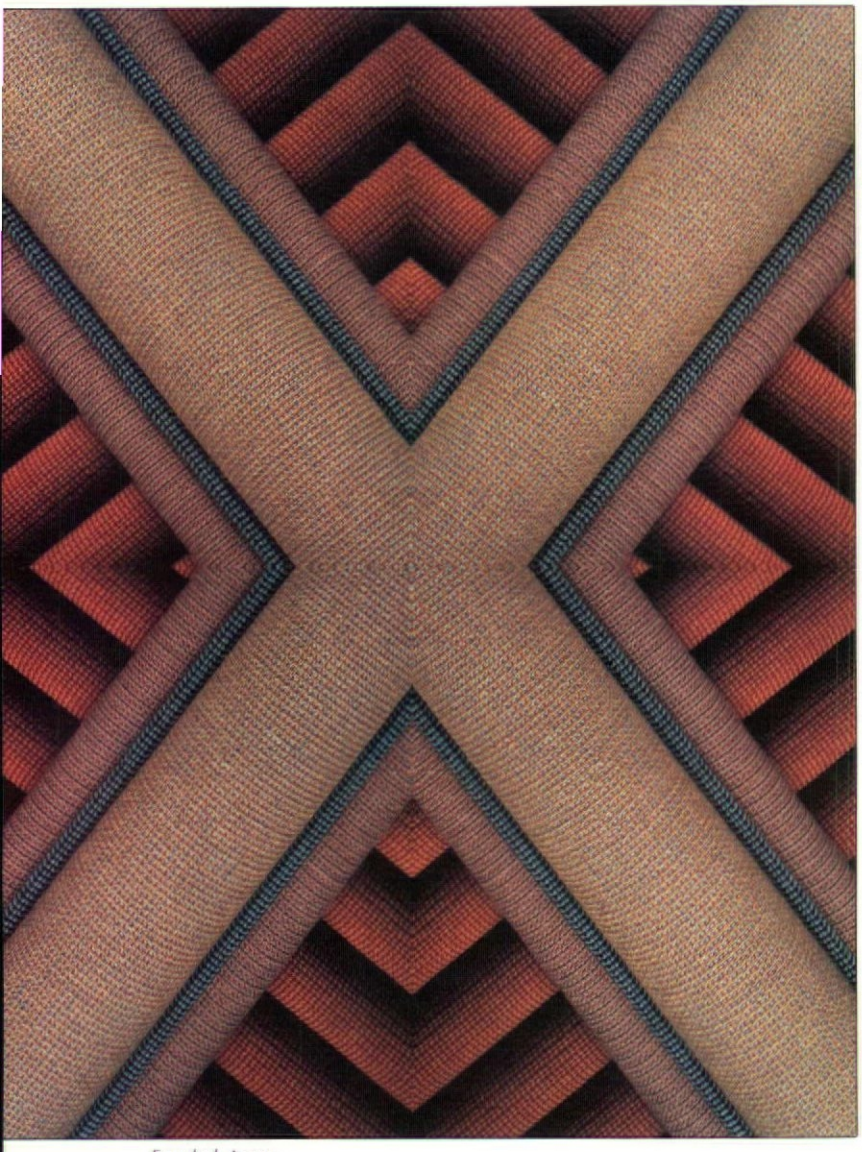
Company Name	Tops	Bases	Hardware/Hinges	
Leggett & Platt Inc.		✓		
Modern Plastics Corp.	✓			
Peter Pepper Products		✓		
H. Pfanstiel Hardware Co.			✓	
Redco Mfg. Div. LHL Corp.	✓	✓		
Reiss Inds. Inc.		✓		
Romac Fabrications Inc.		✓		
Royal Seating Corp.		✓		
Sainberg & Co. Inc.	✓			
Selby Furniture Hardware Co. Inc.			✓	
Sempatap Inc.	✓			
Sunline Hardware Mfg. Inc.		✓	✓	
Thompson Butcher Block Co.	✓	✓	✓	
Tile Tops Inc.	✓			
Trendler Metal Products		✓		
Trips in Resin	✓			
Walker & Zanger Inc.	✓	✓	✓	
Warvel Products, Inc.		✓		
Werzalit of America Inc.	✓			
Williams Office Furniture Co.		✓		



Redco, table top

NATURAL FIBERS DOMINATE

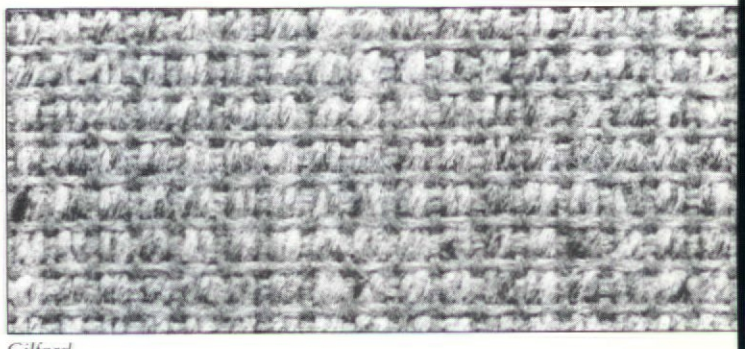
Wool & wool blends take on particular importance among highly styled, innovative textile house offerings



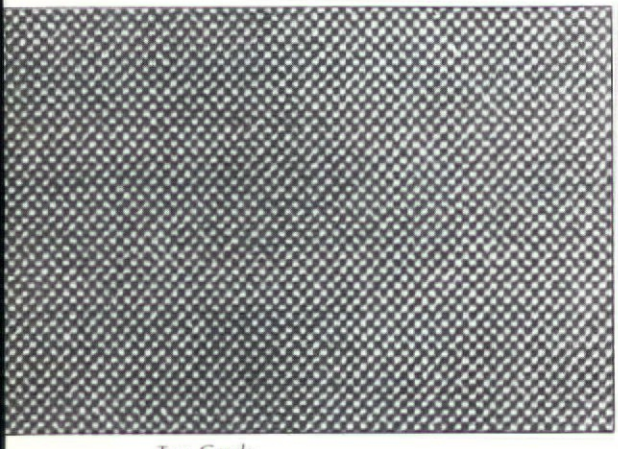
Frankel Assoc.



Joyce Vagasy



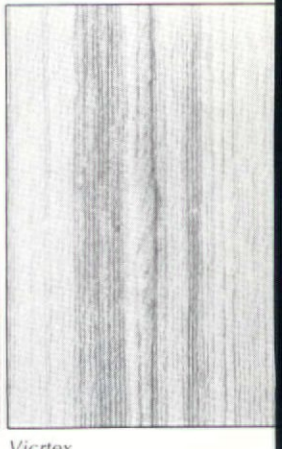
Gilford



Top Grade



Artec



Vicrtex

SPECIFIER FABRIC MARKET

Frankel Assoc.—Vector upholstery and wallcovering fabric is 100 percent nylon. Teflon coating makes textile soil- and stain repellent. It is offered in 15 colors in 54-in. widths. **Circle No. 280.**

Joyce Vagasy—New contract offerings include Double Facade Group of reversible, all-wool fabrics in 14 colorways. Designs are flame-, water-, tear-, and abrasion-resistant, as well as colorfast. **Circle No. 278.**

Gilford—Bagpiper in Cerulean Rose tone is one of 80 selections in firm's Softwear panel fabric collection. Wool/verel/nylon textile measures 72-in. wide, weighs 31-oz. per yard. **Circle No. 289.**

Top Grade—Made from anti-static filament nylon, "Lobby" is designed for use in heavy traffic areas. Fabric features micro-precision, double-colored square, check-on-check pattern in 12 colors. **Circle No. 282.**

Artec—Designed by Stuart Stiller, Highland Tweed is a wool blend fabric in 12 colors. Nubby textile is created with multi-colored yarns and is available with firm's Pantera seating. **Circle No. 284.**

L. E. Carpenter—Vicrtex Natural Classics wallcoverings are 100 percent linen with a Class A fire rating. **Circle No. 291.**

S. Harris—Saber, a 100 percent worsted wool fabric, is offered in 11 colors at 54-in. widths. **Circle No. 265.**

Stow/Davis—Wool panel fabrics, which pass all existing fire codes, are offered. Called Kerri, collection is stocked in 18 colorways. **Circle No. 266.**

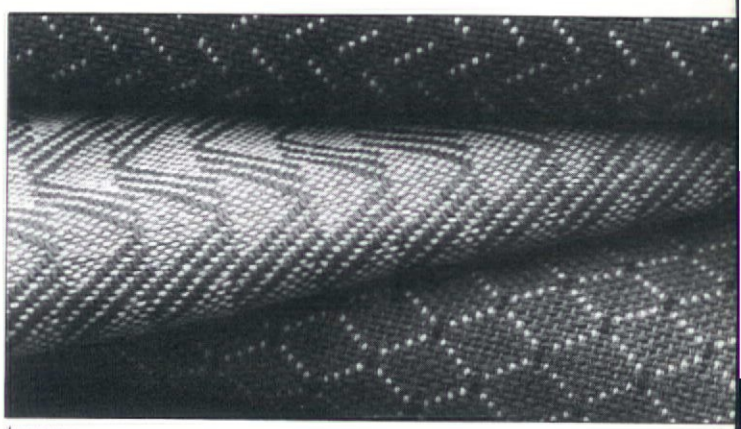
Carnegie—Mohair fabric called "Regina" passes Wyzenbeek abrasion test at 99,000 double rubs and meets requirements of MVS 302 standard for flame retardancy. It is stocked in 31 colors and is available in custom colors at 60-yd. minimums. **Circle No. 275.**

Lazarus—Upper Echelon group is comprised of three nylon fabric patterns in 42 coordinated SKUs. Fabrics are acrylic-backed with a Teflon finish. **Circle No. 290.**

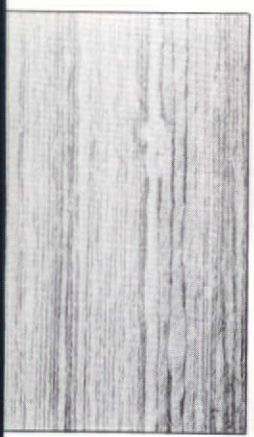
J.P. Stevens—New contract fabrics include Nova, made of Trevira polyester in 21 colors. Fire-resistant textile is designed for open plan systems. **Circle No. 277.**

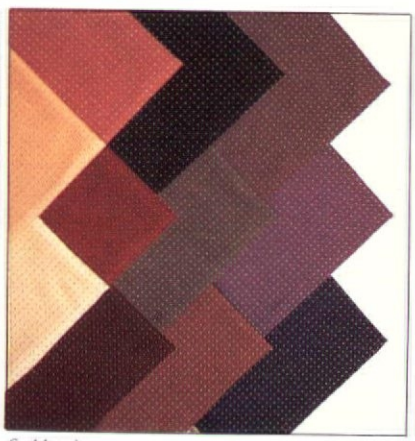


J.P. Stevens

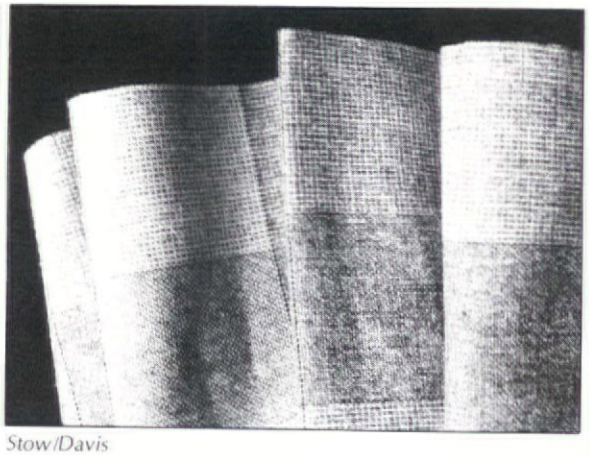


Lazarus

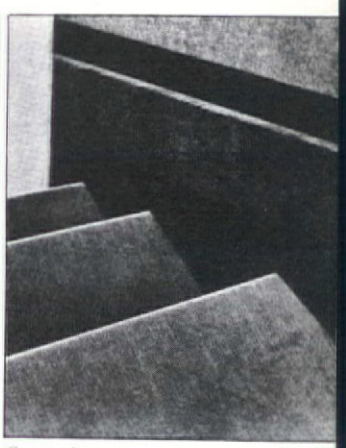




S. Harris

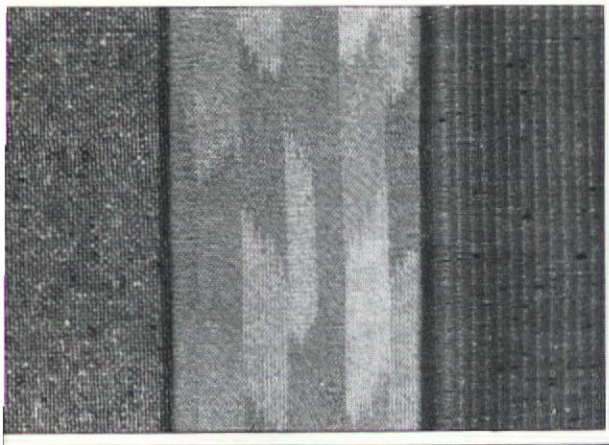


Stow/Davis

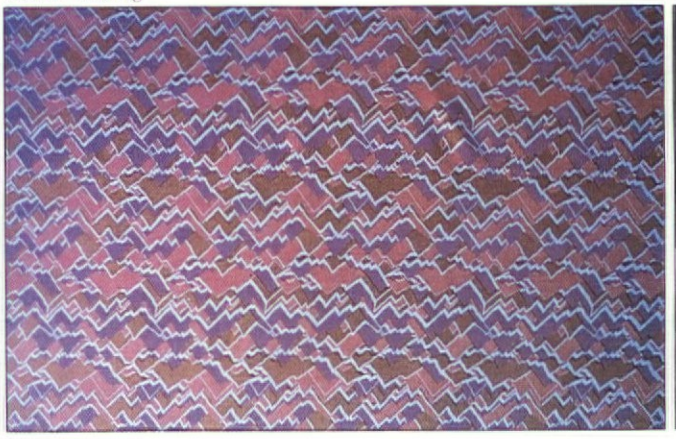


Carnegie

Architex

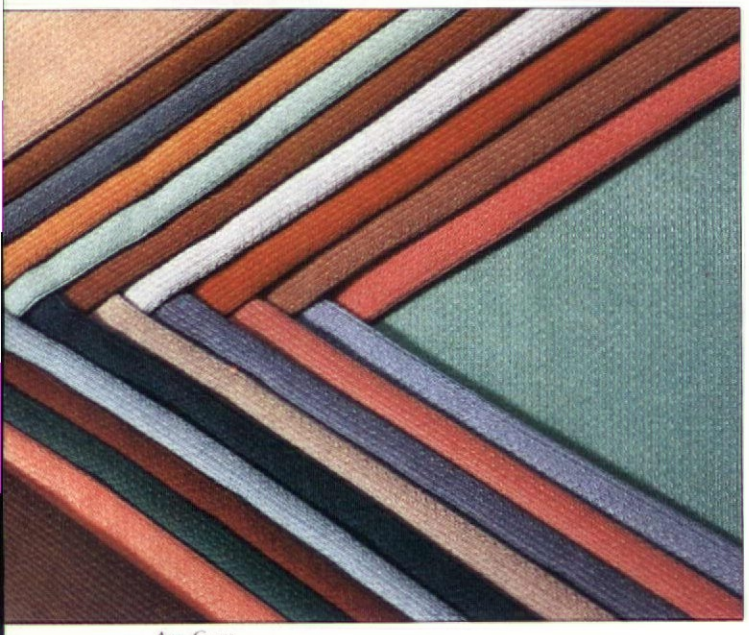


Pacific Trading

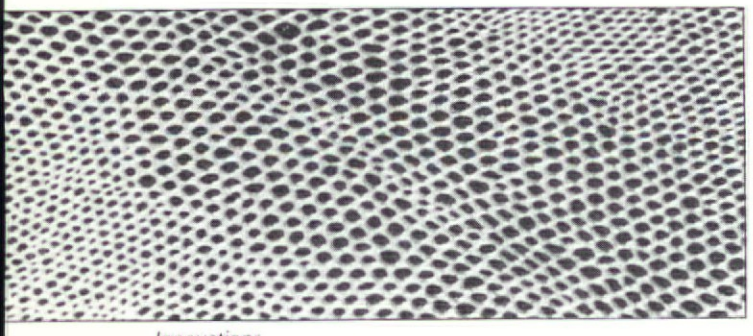


Polaris Mills

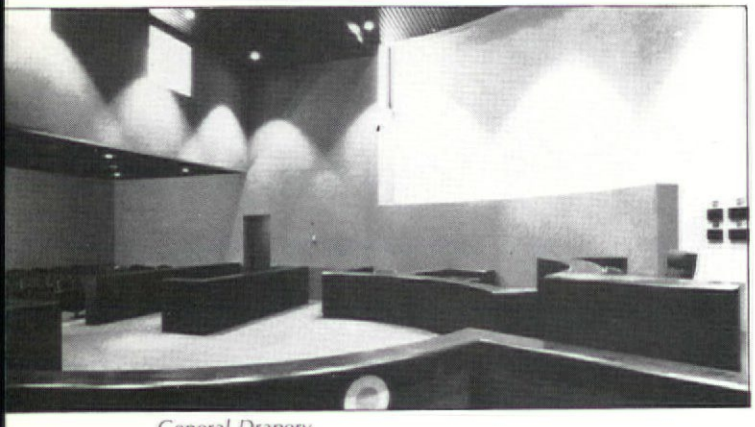




Arc-Com



Innovations



General Drapery

FABRICS

Jewel tones proliferate

Architex—Tweeds, stripes, and tapestry weaves made of silk, wool, and cotton comprise Continent Collection of jewel-tone fabrics. **Circle No. 296.**

Pacific Trading Co.—Landscape Geometry Multicolor printed wool fabric from Serica Australia Ltd. is offered with matching wool blankets and poly/cotton sheets for institutional use. Firm also creates custom designs on a commission basis. **Circle No. 279.**

Polaris Mills—Wallcoverings made of Marquesa Lana yarn are colorfast, stain-resistant, and easy-to-clean. A variety of colors are offered. **Circle No. 267.**

Arc-Com—Epinglé wool plush fabric is offered in 29 colors. Flame retardant textile is also highly resistant to wear. **Circle No. 274.**

Innovations—Lizard is a 54-in. vinyl wallcovering and upholstery textile that is resistant to cracking. **Circle No. 273.**

General Drapery—StretchTex wall panel fabric is 100 percent flame-proofed linen that is Scotchgard-protected for long wear in 32 colors. **Circle No. 298.**

Regency Fabrics—Firm's Sound-Ab-Sorb division offers acoustical wall and upholstery fabrics. Collection includes wools, nylons, blends, and vinyls in a variety of colors and textures. **Circle No. 264.**

Stendig—Metallic effect is polished to a subtle lustre in 100 percent nylon Carrera fabric. Stocked in 12 colors in 54-in. widths, textile is also available in custom sizes and hues for minimum orders. **Circle No. 288.**

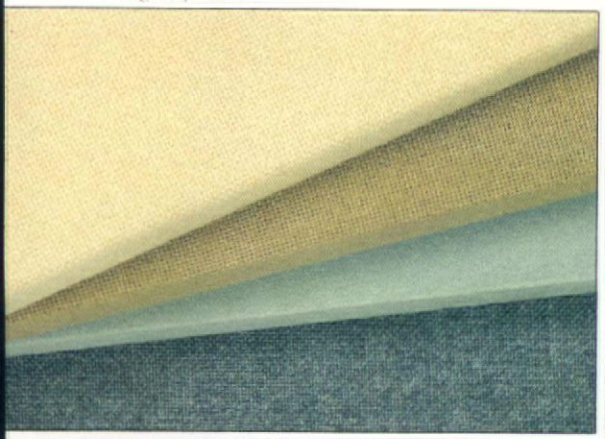
Mira-X—Verner Panton's cotton cretonne Orbit collection includes (from l. to r.) Mira-Columba, Mira-Saturn, and Mira-Gemini. **Circle No. 295.**

Malden Mills—Softsuede™ collection, designed for hospitality settings, features durable nylon construction. **Circle No. 286.**

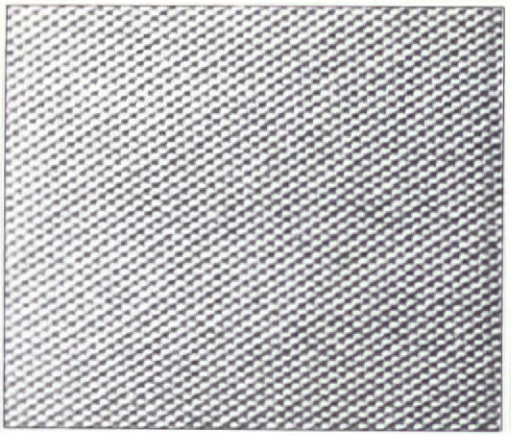
Unika-Vaev—Laser, a 90 percent wool/10 percent nylon textile, in 10 colors is constructed in the same manner as airplane upholstery. **Circle No. 294.**

Guilford of Maine—Expanded panel fabric line includes new flame-safe textures in coordinated jewel tones. Textiles include soft woolens, wool nubs, and silks. **Circle No. 272.**

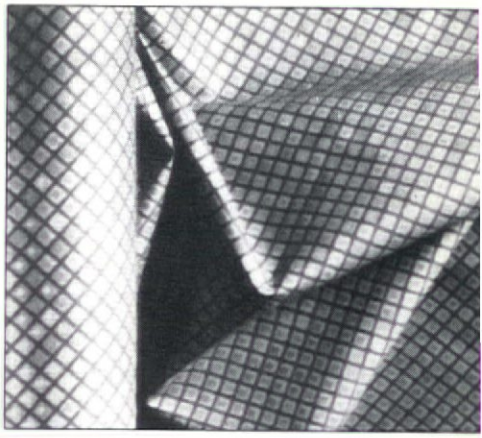
Regency Fabrics



Stendig

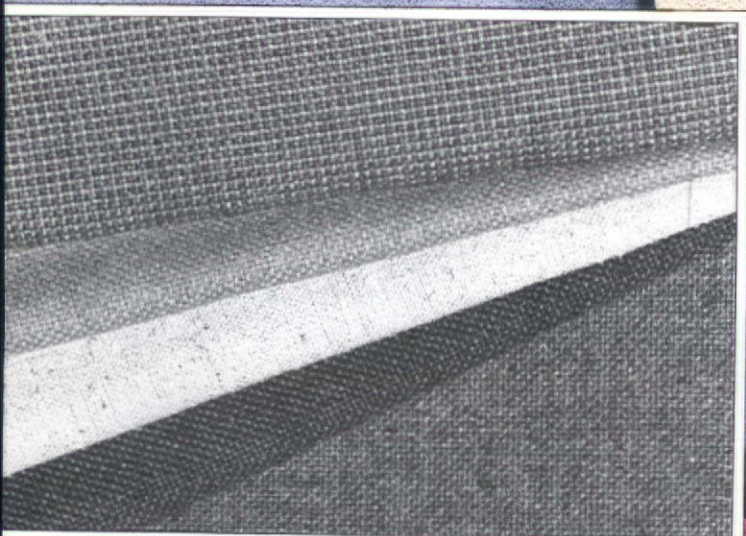


Mira-X





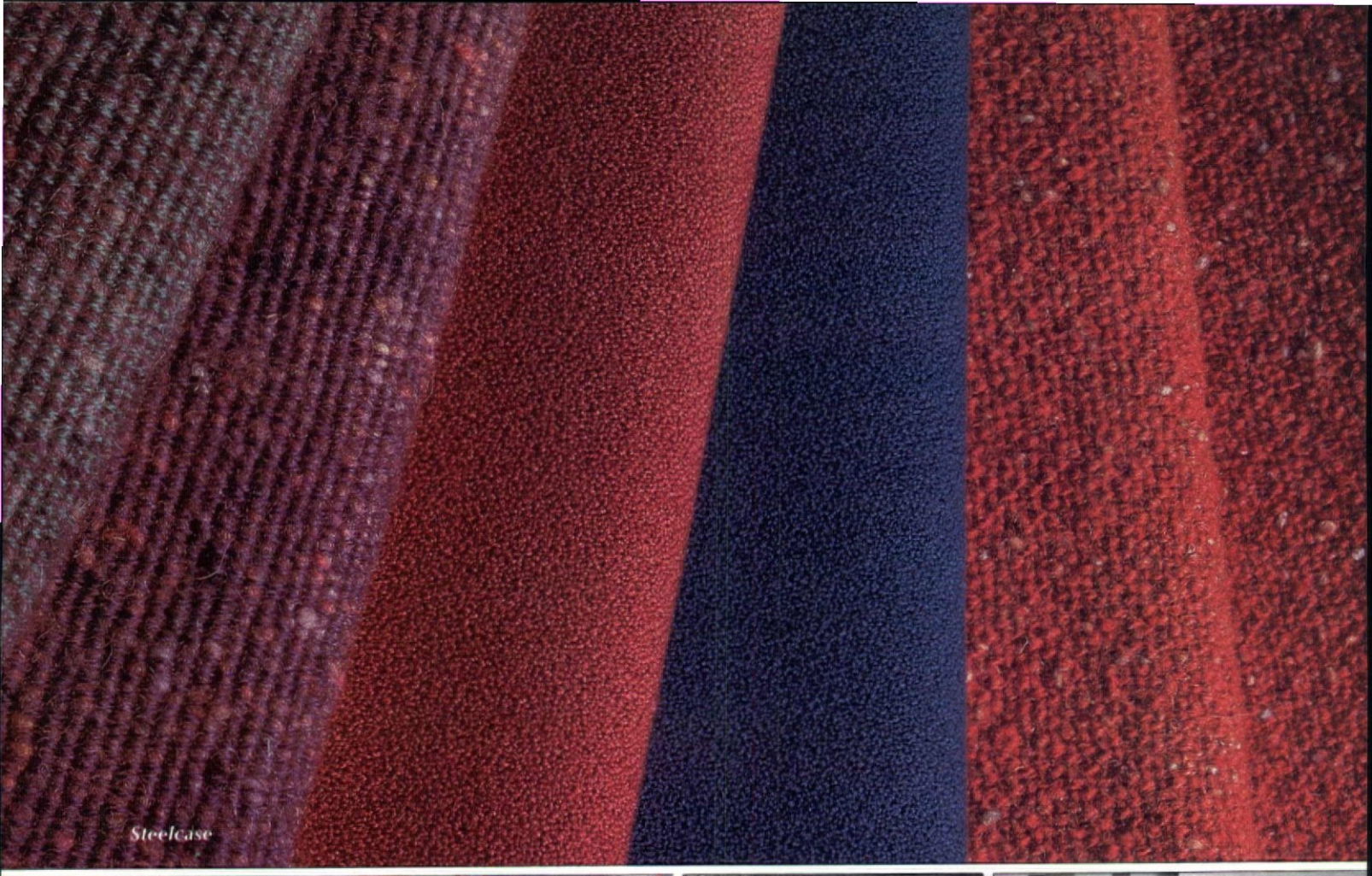
Malden Mills



Guilford of Maine



Unika-Vaev

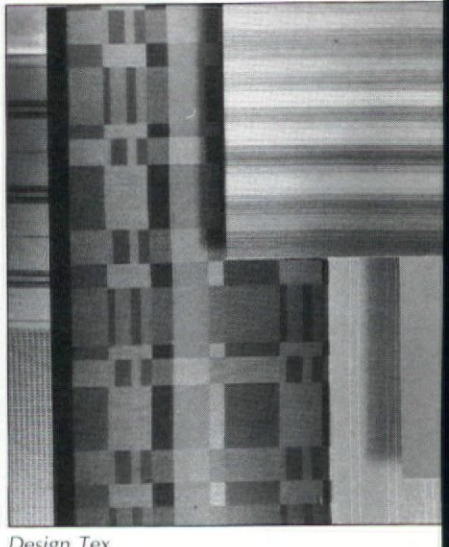




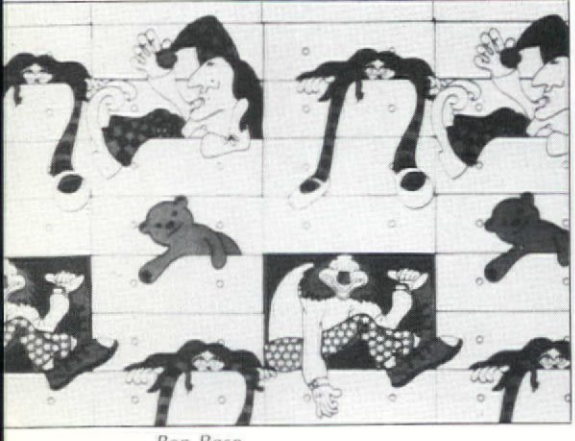
Ametex



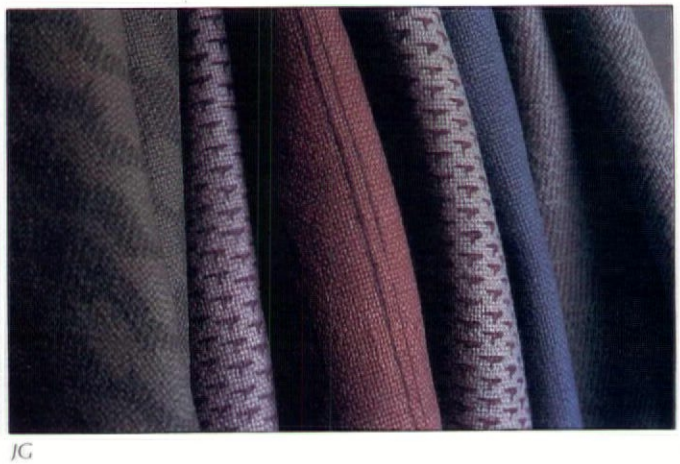
Quaker Fabrics



Design Tex



Ben Rose



JG



Brayton Int'l.

FABRICS

Coordinated collections flourish

Steelcase—Shown (from l. to r.) are three new additions to firm's upholstery collection: Galloway, Hampstead, and Ballantre. **Circle No. 276.**

Ametex—All-cotton, vat-dyed, Scotchgard-treated Spellbound fabric collection includes four, 54-in. wide prints designed for use as draperies, bedspreads, upholstery, and wallcoverings. **Circle No. 293.**

Quaker Fabric Corp.—Flame-retardant SEF wallcovering and upholstery fabrics are available as velvets, flat wovens, or jacquards. **Circle No. 268.**

Design Tex—EnviroTex collection designed by Hazel Siegel includes flame-retardant polyester fabrics specifically for healthcare use. A range of patterns and colors are offered. **Circle No. 292.**

Ben Rose—"Shelf Life" brings children's whimsy to wallcoverings, draperies, and cubicle fabrics. **Circle No. 270.**

JG—Wool/nylon blend Imprimatur System is comprised of fabrics in 400 pattern and color combinations. **Circle No. 283.**

Brayton Int'l.—Firm's fabric offerings include flat-wovens, cut-piles, and ribbed cloths as well as textured and geometric flame-safe designs. **Circle No. 297.**

Lee Jofa—Part of COM Collection, Masquerade is a two-tone, multi-dimensional, textured, woven wool fabric. **Circle No. 281.**

David & Dash—Islamic styling motif called Ikat influences a new fabric collection. Designs are 54-in. wide, cotton warp sateen textiles. **Circle No. 299.**

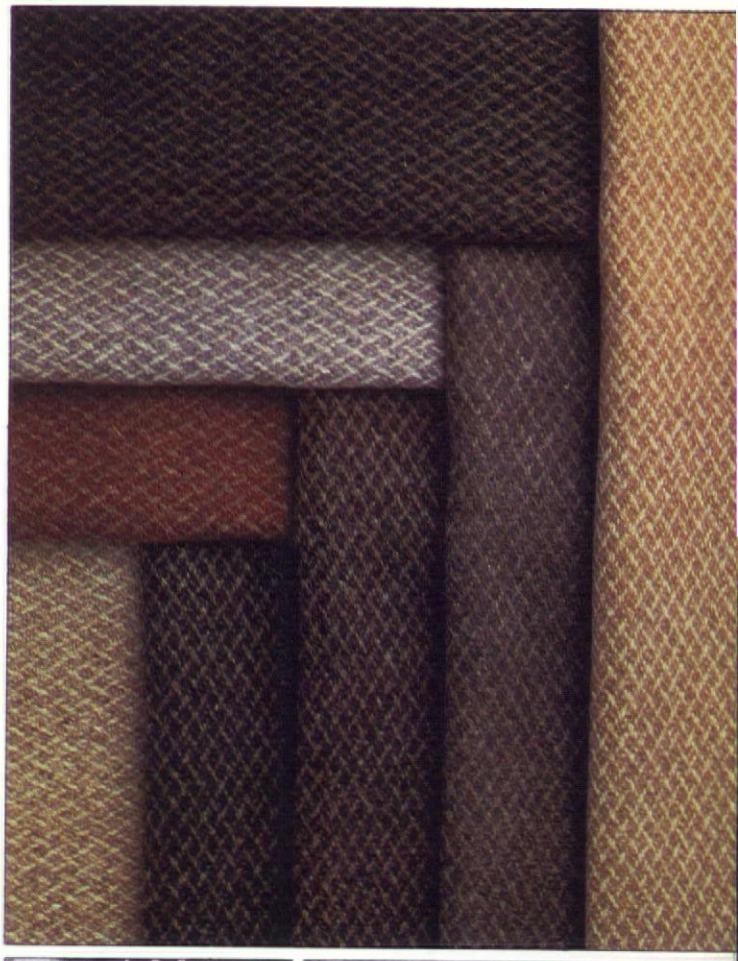
Gretchen Bellinger—Applause cotton velvet fabric is part of firm's Cross/Clime collection in 20 colors. **Circle No. 287.**

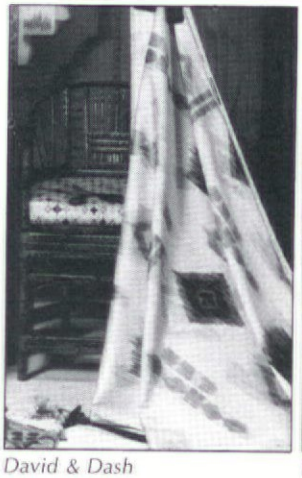
GTR Wallcoverings—Isochromatics group of decorative finish materials developed by this firm and leading laminate and carpet manufacturers includes two vinyl upholstery lines. **Circle No. 269.**

Coral of Chicago—Wool and acrylic blend in the firm's new flame-retardant upholstery fabric, Wool Naturale. **Circle No. 271.**

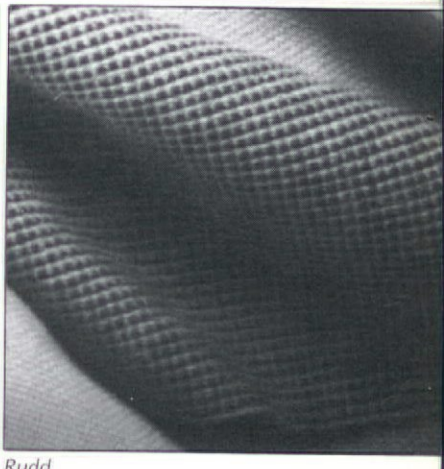
Rudd—A wide range of textiles made of wool, nylon, and wool blend yarns are available. Fabrics can be ordered COM on a cut yardage basis. **Circle No. 285.**

Lee Jofa

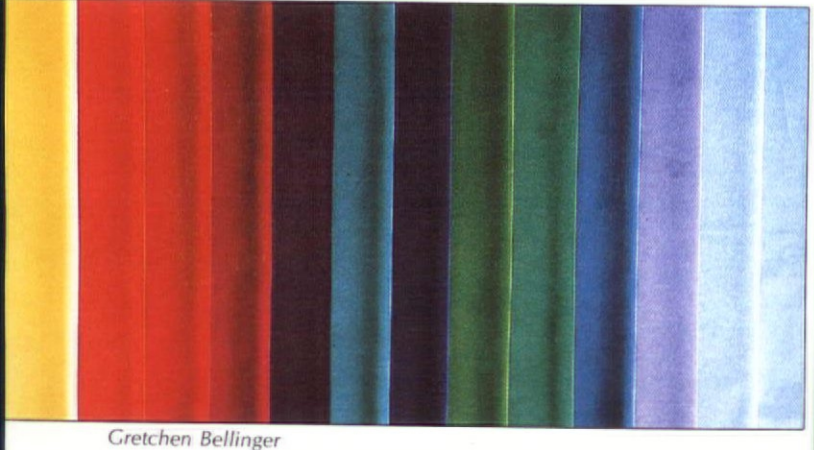




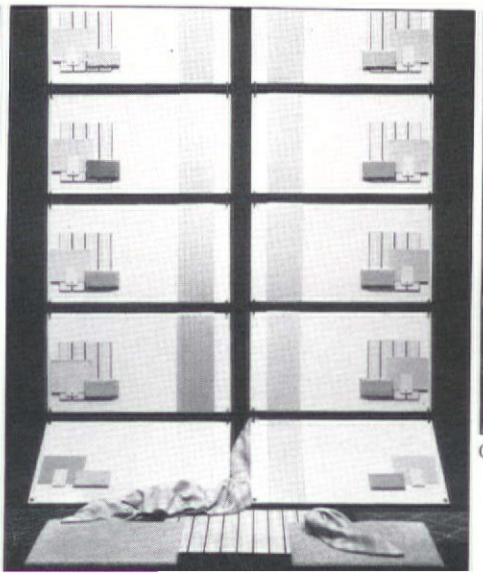
David & Dash



Rudd



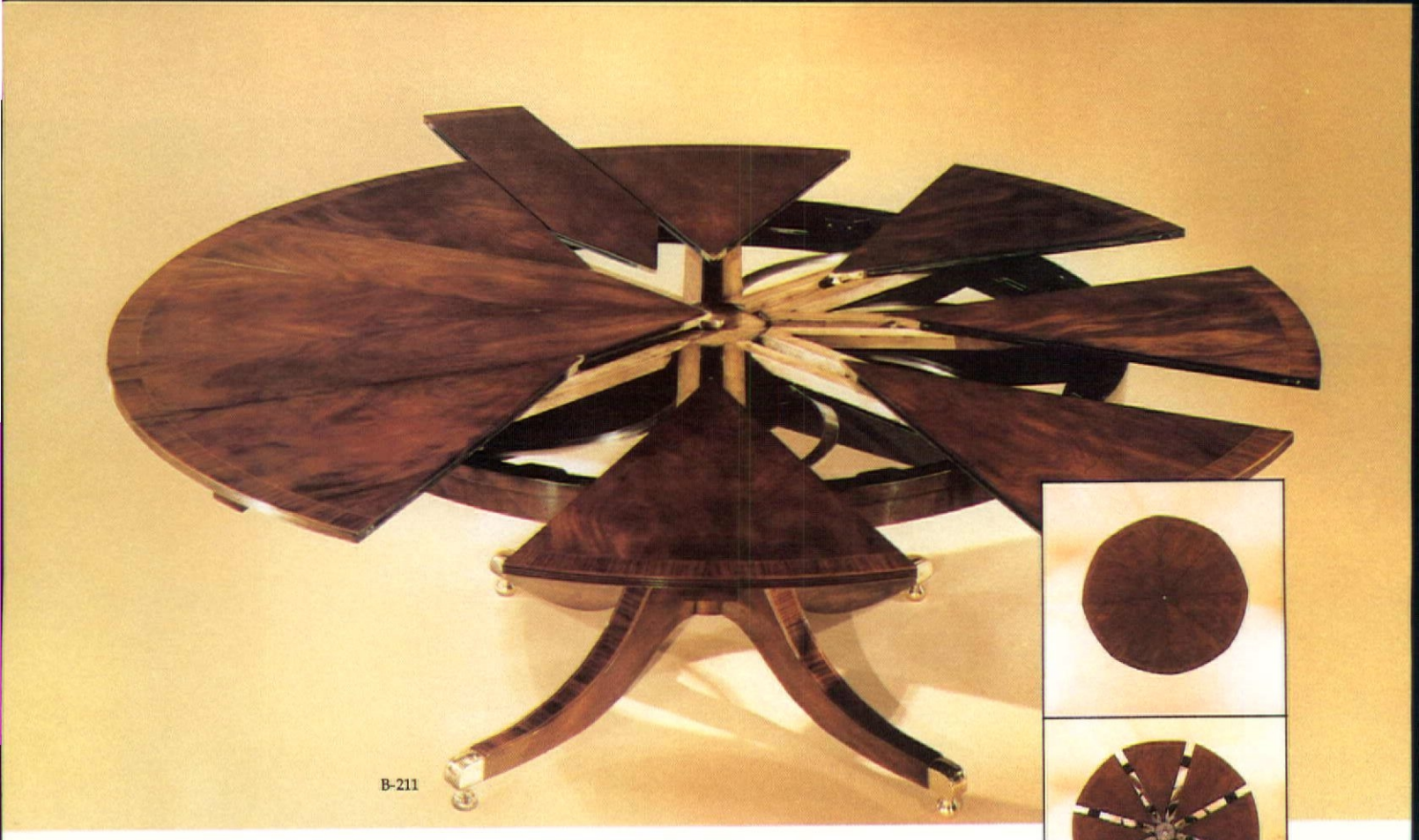
Gretchen Bellinger

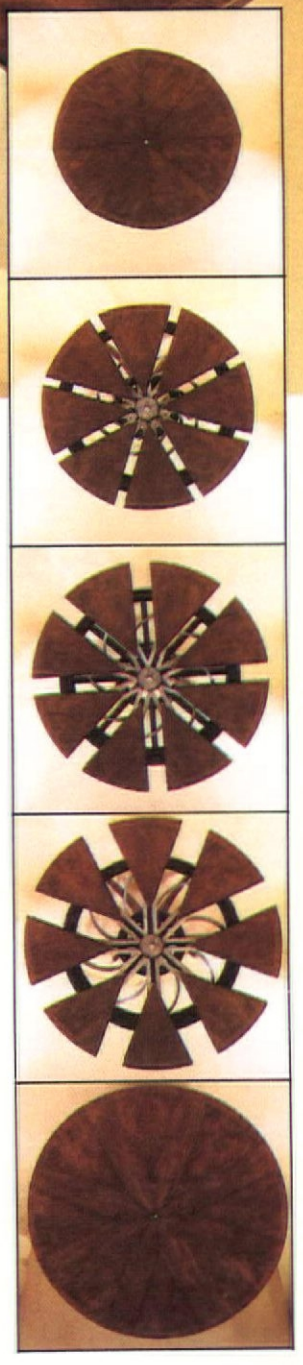


GTR Wallcoverings



Coral of Chicago





Sheraton Mahogany Radial Extendable Table

An outstanding example of quality cabinetwork, this beautiful Sheraton extendable table is only one of many designs available at Smith & Watson. The table design was inspired by an ingenious spider-like mechanism that was designed and patented by Robert Jupe in 1835. During the mid-nineteenth century, custom made versions of these tables, mostly of Victorian design, were made by the London based firm of Johnstone, Jupe and Company. Today, the far reaching custom capabilities of Smith & Watson enable us to offer the basic design in a variety of styles and woods, from Country English versions in oak to smart contemporary styles of burls, walnuts or rosewood. The table closed measures 5'0" diameter and opens to comfortably accommodate ten arm chairs around an open dimension of 7'0". The pie-shaped leaves can be stored in a pedestal, designed and finished to complement the table, which can then be used to hold an art object or plant.

Smith & Watson

Cabinetmakers, Chairmakers & Importers of Fine Furniture.

The Decorative Arts Center 305 East 63rd Street, New York, N.Y. 10021 212-355-5615

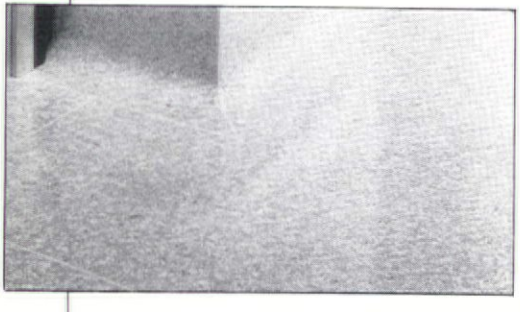
DALLAS/HOUSTON John Edward Hughes | ATLANTA Ernest Gaspard | CHICAGO Patterson, Flynn & Martin | SAN FRANCISCO McCune | LOS ANGELES Lawrence & Scott | BOSTON Kaplan & Fox | PHILADELPHIA Hinkley & Associates

Circle 65 on reader service card



Museum replicas enhance office settings

Polaroid—Reproductions of original works from the Museum of Fine Arts, Boston, are an affordable alternative to fine art in corporate settings. Shown is a photographic replica by Steve Dunwell as installed in offices of Kidder, Peabody & Co.'s Boston office.
Circle No. 324.

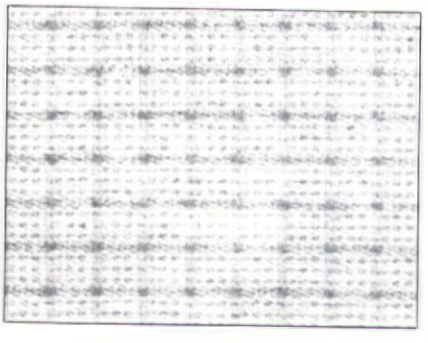


Heat-welded floors ease maintenance

Armstrong—Medintech vinyl floor is designed for use in areas where strict cleanliness standards are required. Seams can be heat-welded to block dirt and moisture; construction is resistant to a wide variety of chemicals and acids. Color and pattern are inlaid and extend from the product's surface through its backing. **Circle No. 319.**

New carpets are antimicrobial

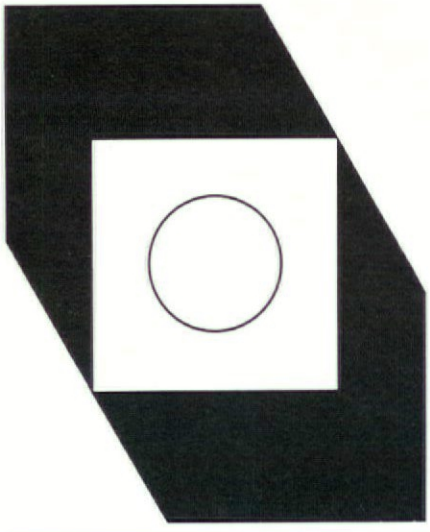
Gulistan—J.P. Stevens' carpet division offers MICRO floorcoverings series which includes four new textures made of Badische's Zeftron 500 ZX yarn. Solution-dyed fiber offers antimicrobial and fluorocarbon protection as well as soil- and stain-resistance.
Circle No. 318.





Robsjohn-Gibbings revival under way

Jack Lenor Larsen—Furniture designed by the late T.H. Robsjohn Gibbings is currently being revived by the firm. Seating is exemplary of 1940s styling.
Circle No. 321.



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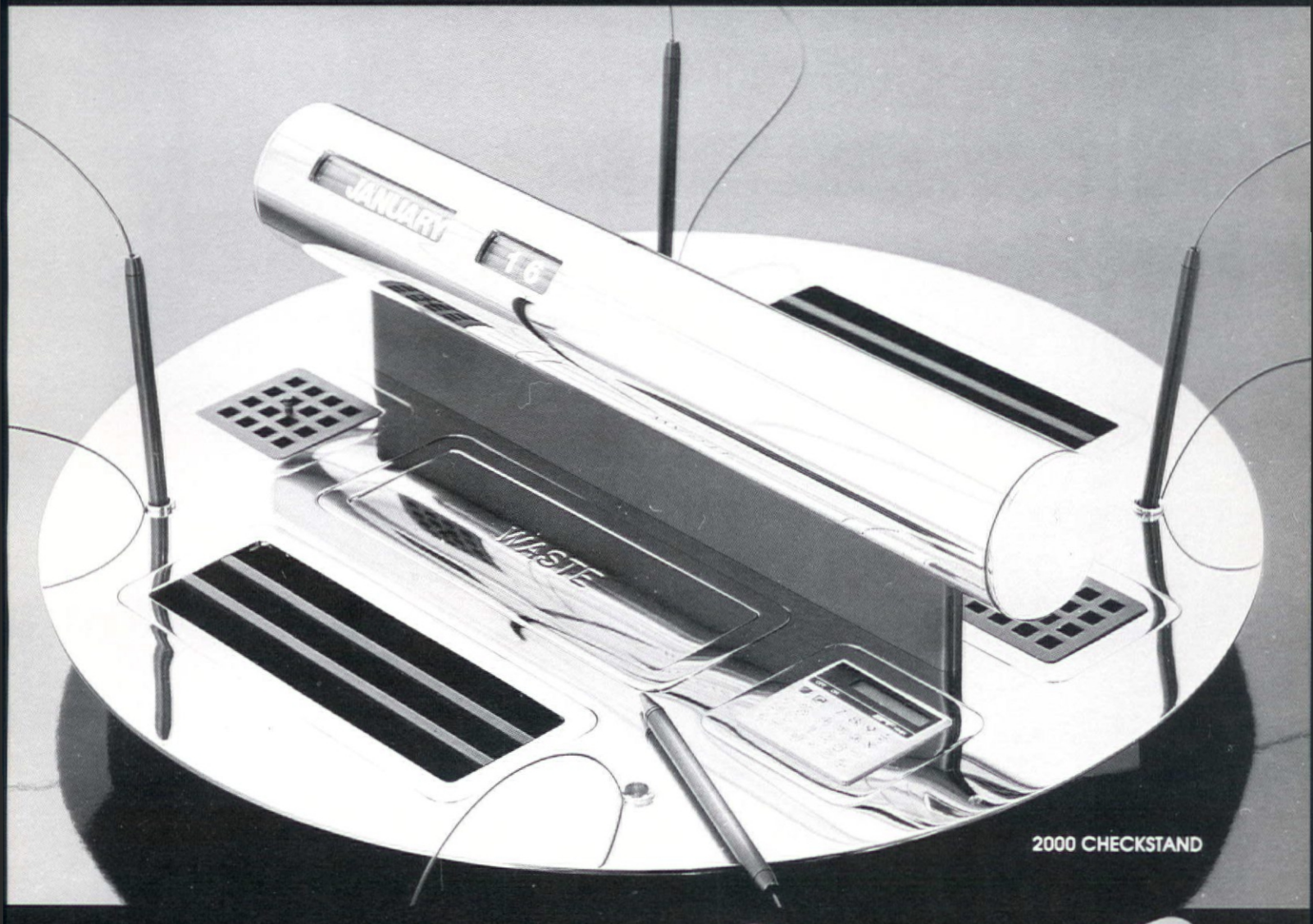
The future of the profession of Interior Design is dependent upon the quality of education available for those who will practice the profession tomorrow. FIDER, by its recognized process of voluntary accreditation helps to insure that future. The successful continuation and growth of the FIDER program is dependent on voluntary support.

Send your tax-deductible contributions to: Foundation for Interior Design Education Research. 242 West 27 Street, New York, New York 10001. 1/212/929-8366.

This advertisement is a contribution by this publication through the FIDER Development Task Force.

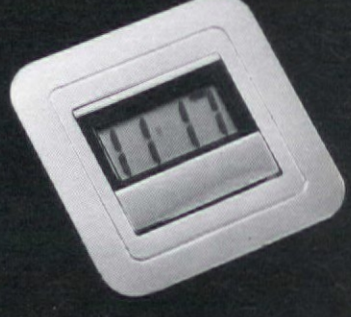
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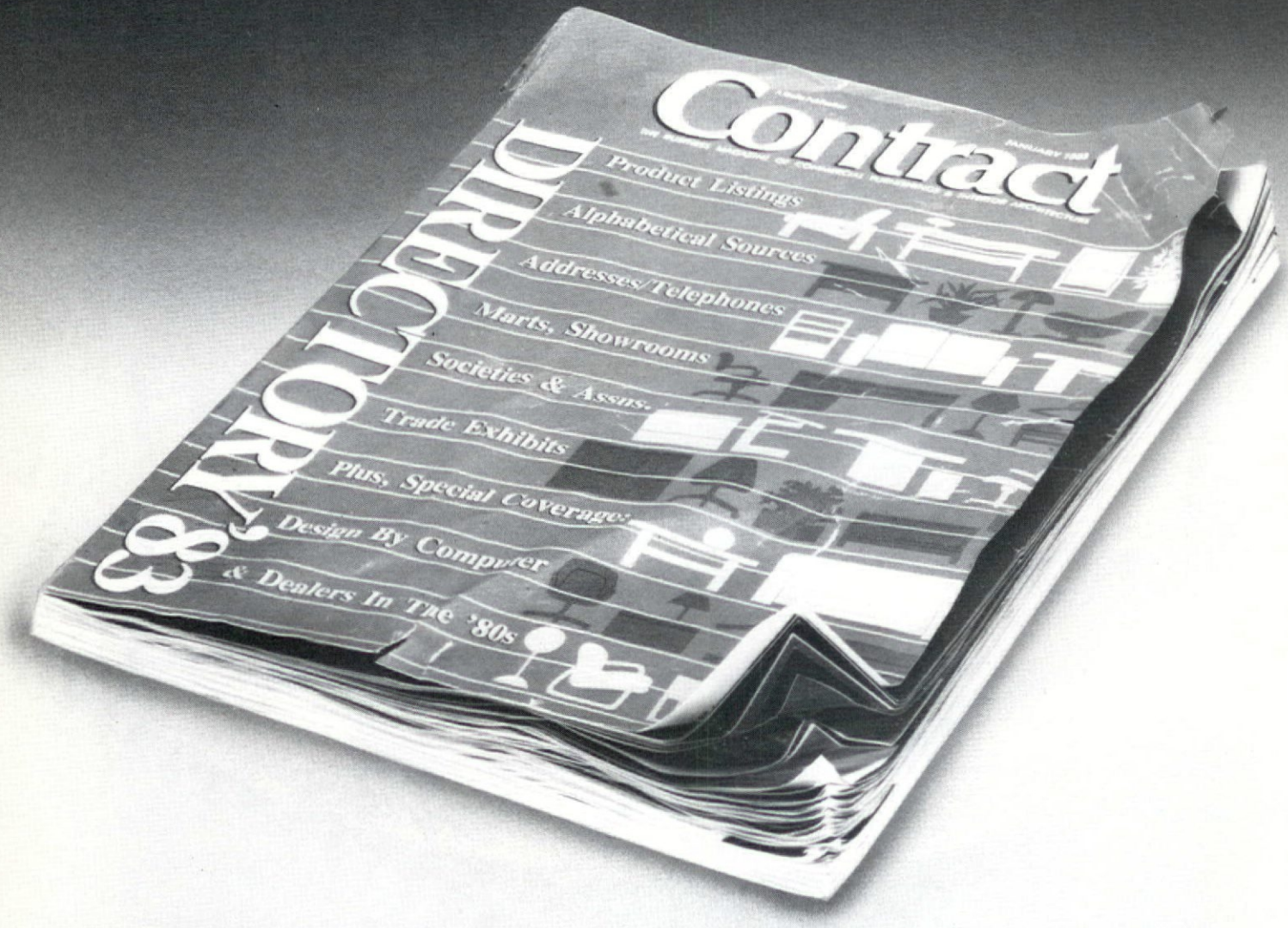
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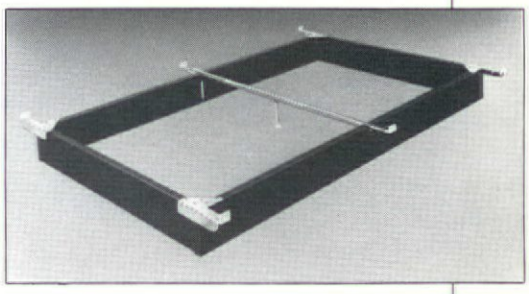
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Colorful cotton fabrics serve contract needs

Woodson—Waterstripe is a 100 percent heavy cotton fabric. A total of 14 colorways are offered. Measuring 53-in. wide, it features a 25¼-in. repeat and is available with companion wallcovering. **Circle No. 325.**



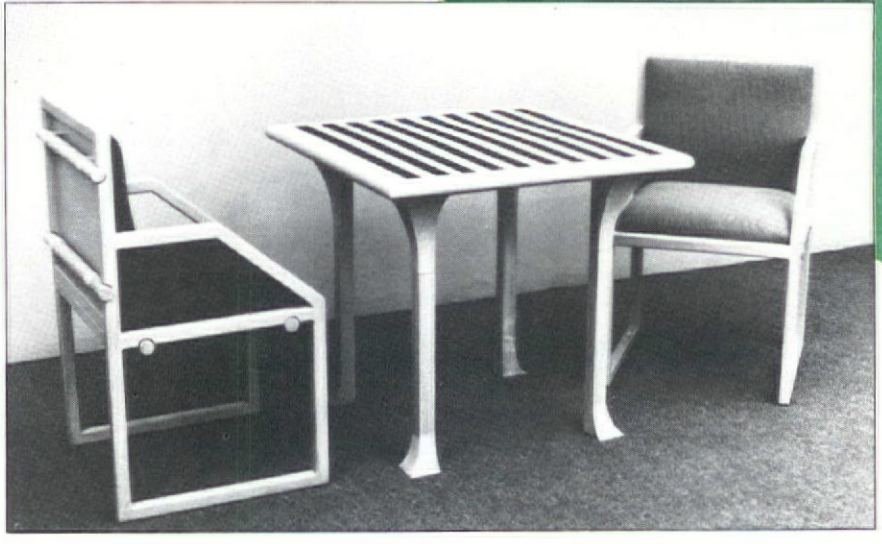
Bed bases suit hotel uses

Harris-Hub Co.—All-steel bed bases are strong enough for use in hotel installations. Featuring center supported legs, bases have plastic clip caps that protect bedding. Frames have shadow-brown, baked-acrylic, enamel finish. **Circle No. 323.**



Chair reflects Mexican design

Shelby Williams—#3547 chair features styling typical to Mexico. Designed with foam-padded spring seat and back rest, chair is upholstered on two sides. **Circle No. 320.**



Post-modern styling influences furniture

Ambience/Contract—Jorge Letelier, whose post-modern table was recently purchased by the Museum of Modern Art, New York, has designed a line of furniture for the firm. Included are modular seating, two executive desks, a credenza, tables, and executive, dining, and occasional chairs. **Circle No. 315.**



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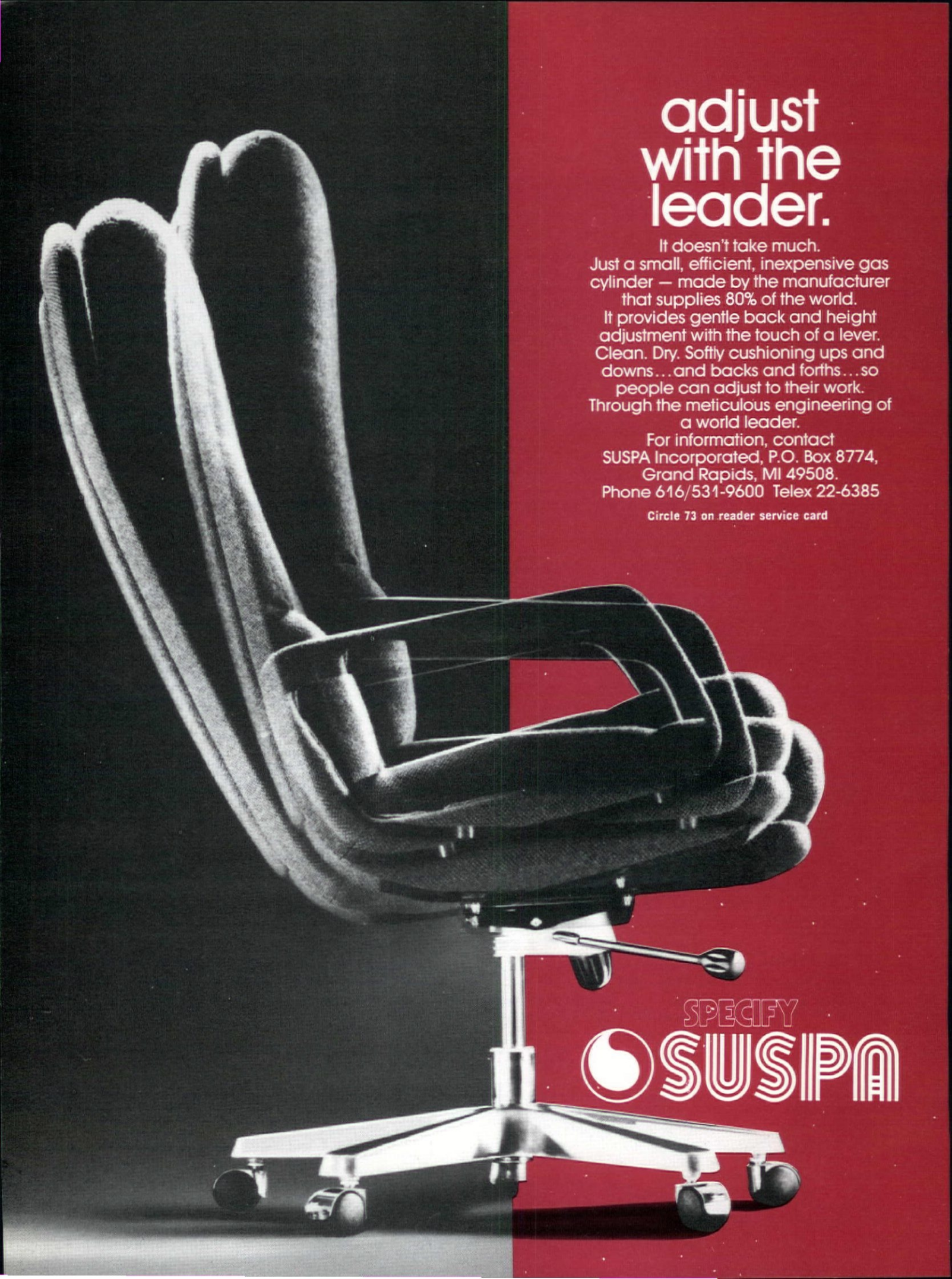
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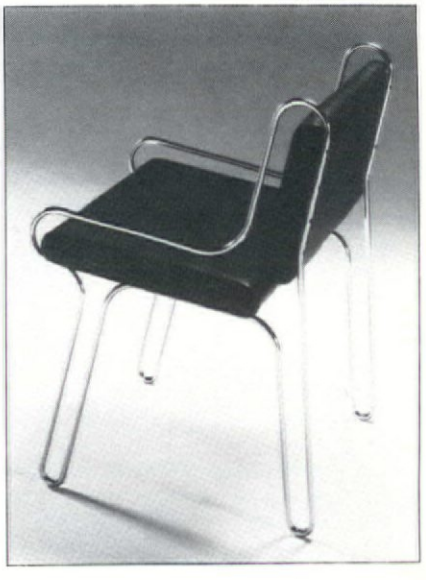
Australian billiards get U.S. play

U.S. Billiards—Uniquely designed Australian pool tables are now available in the U.S. Designed by Probe International, line is called Silhouette 2000. **Circle No. 316.**

Ultra-thin clock now available

Bulova—Dimension clock collection features ultra-thin units that can be wall-mounted or displayed freestanding. Brushed metal brass finish with brass edge mount and brushed champagne face add design interest. **Circle No. 322.**





Blinds permit mood & light control

Hunter Douglas—Flexalum Gemini Collection blinds are used by designer Robert Hart to aid mood control in a psychiatrist's office. Alabaster 1-in. mini blinds, mounted beneath a brass cuff, are used on the bottom of floor-to-ceiling windows to block views from the street. Blinds may be drawn, tilted open, or completely closed. **Circle No. 313.**



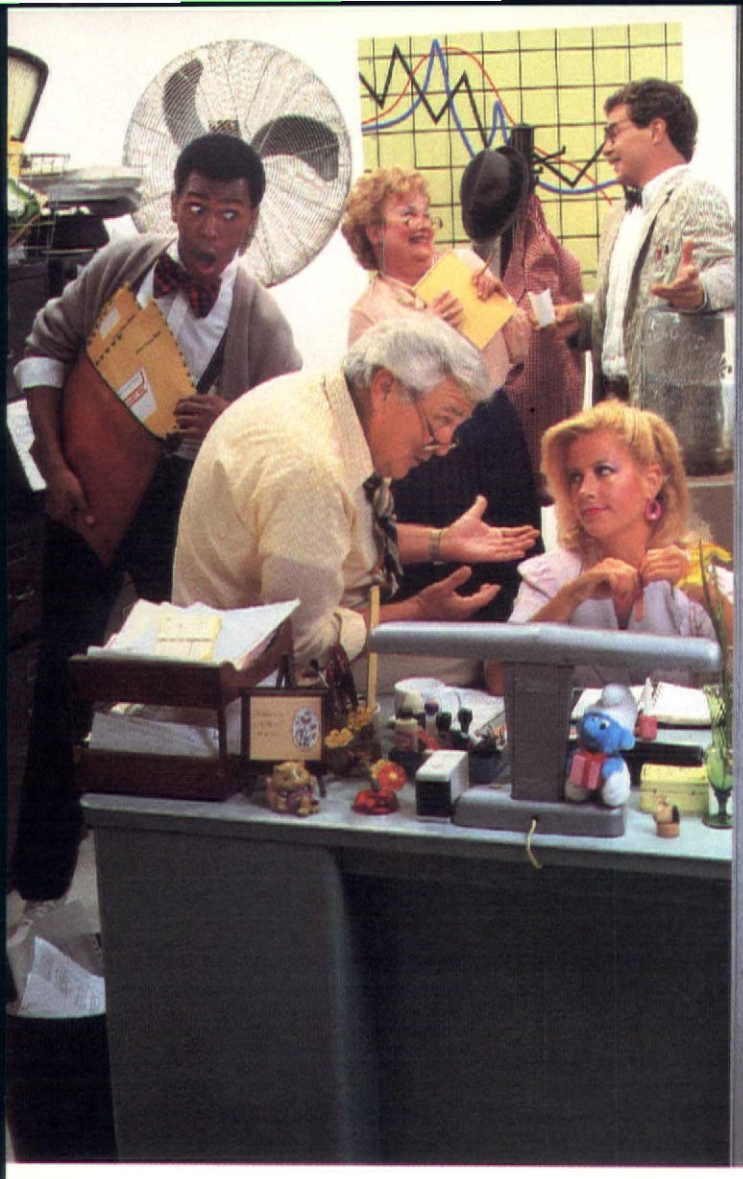
Create benches from single chairs

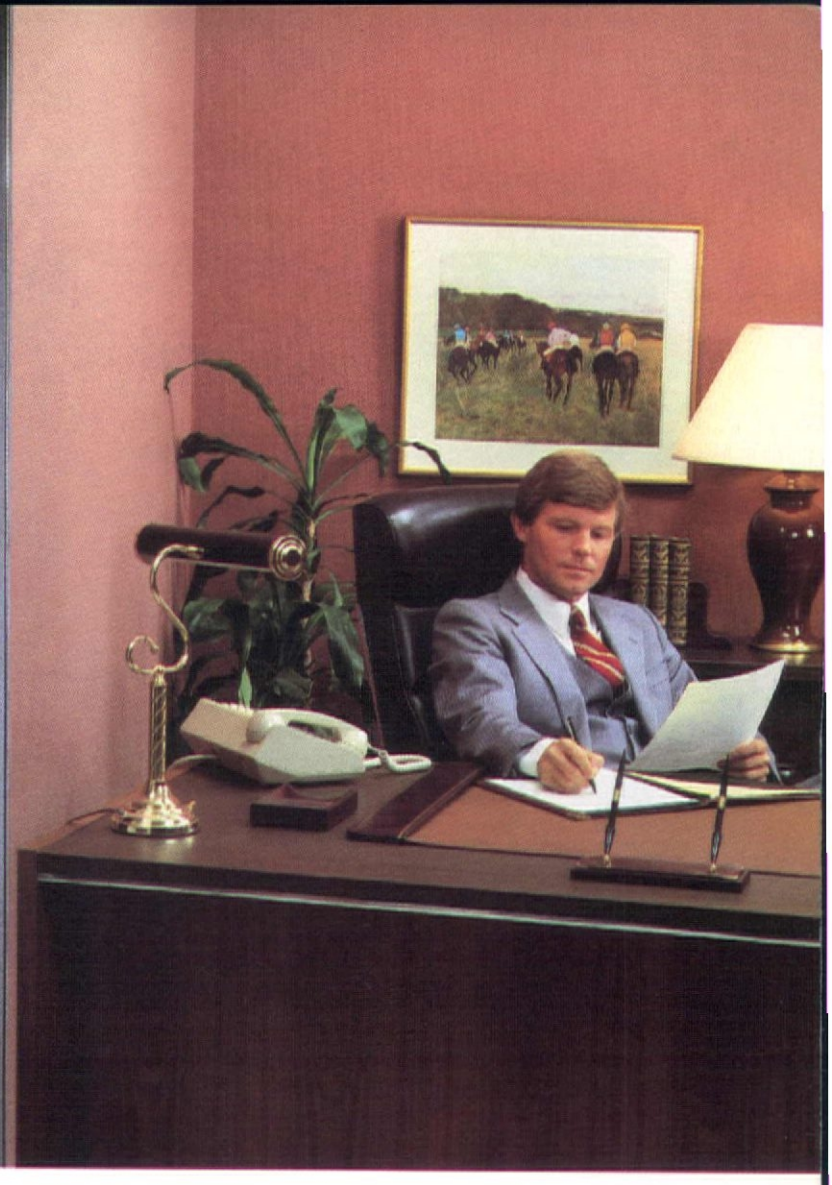
Intrex—New Algonquin seating group features individual chairs which can be joined to form multi-unit benches. Polished chrome frames have a hairpin-shaped wire design. Webbed seat and back are covered in foam or Dacron. A variety of upholstery options. are available. **Circle No. 314.**



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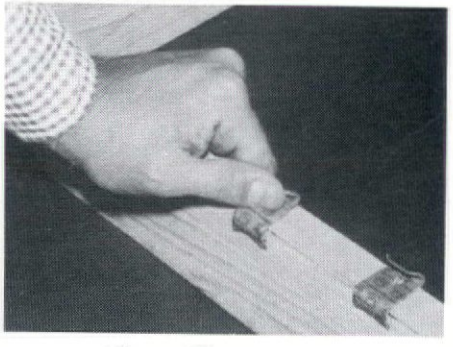
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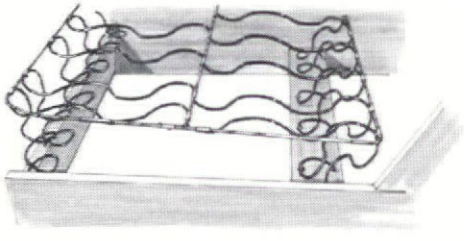
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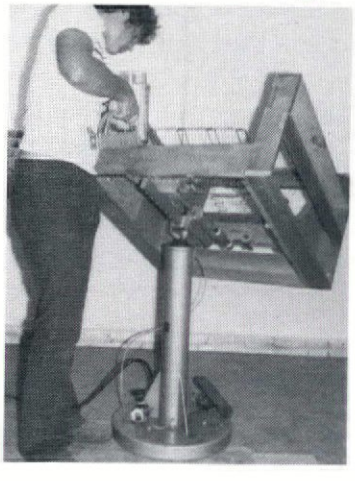




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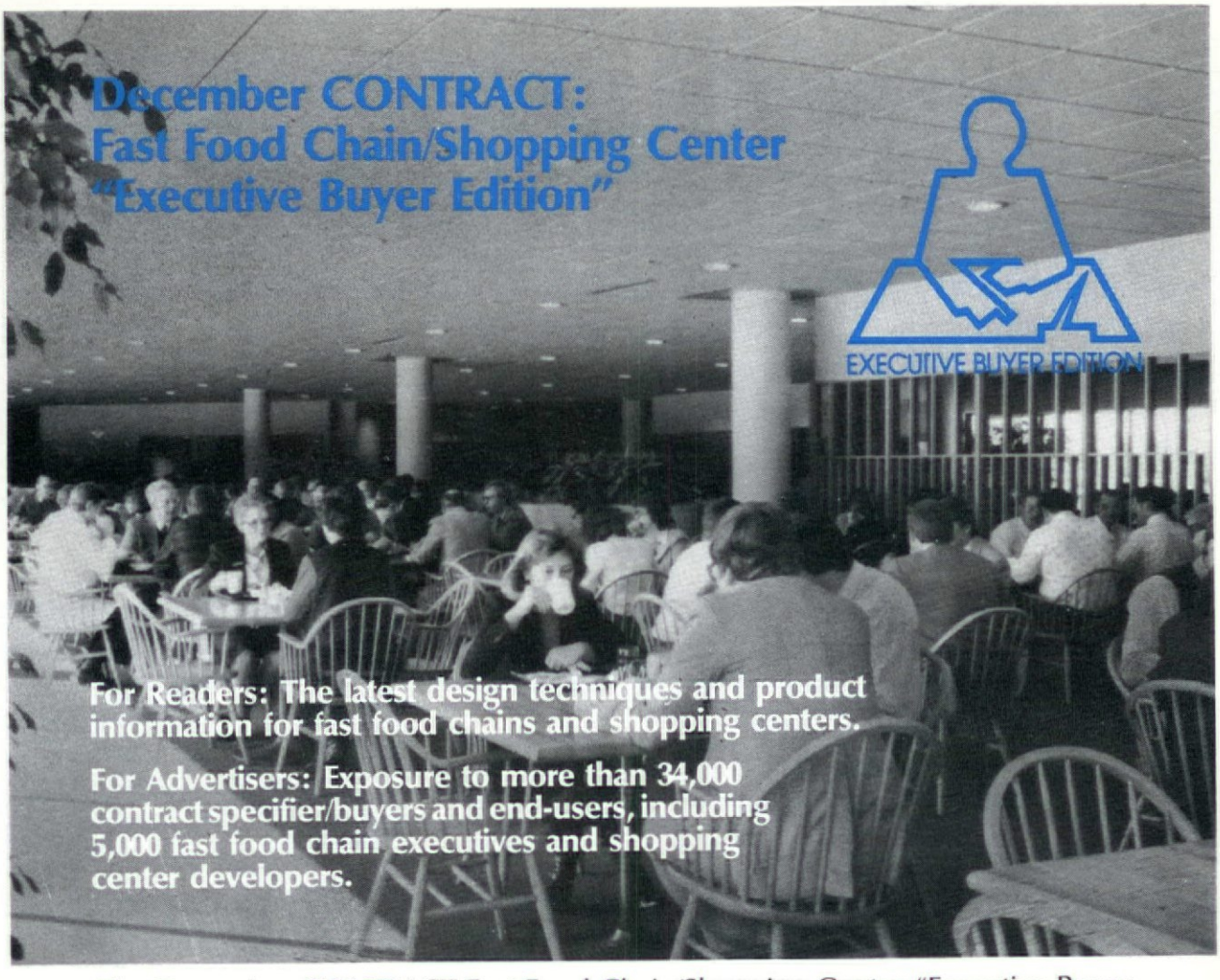


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The December CONTRACT Fast Food Chain/Shopping Center "Executive Buyer Edition" delivers practical, pertinent information on planning, design, furniture and furnishings for shopping centers and fast food chains, the big and booming segment of the food service industry. Advertisers get effective product exposure to more than 29,000 all-contract specifier/buyers, plus 5,000 leading, influential fast food chain executives and shopping center developers.

December Ad Deadlines: November 10, orders: November 15, film; November 18, inserts.

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April: Hospitality/Restaurants—Specialized contents, plus extra circulation to 5,000 executives at hotels, restaurants, etc. **Space closes March 9.**

June: Government—Government installations, plus extra circulation to 5,000 government purchasing executives. **Space closes May 10.**

August: Commercial Buildings—Remodeling editorial, plus extra circulation to 5,000 commercial building owners and staff executives. **Space closes July 10.**

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- track furniture and furnishings for inventory control
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- And more!

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"You are to be commended for offering a Conference of this quality and caliber . . . thank you for two days well spent!"
—*Jill D. Smith, Jill Smith Interiors, Orlando, FL*

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"The Conference offered specifics that I needed—space accounting, block planning, work station standards and retrieval analysis."
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For information on exhibiting, call Laura Goldstein at (212) 869-1300.

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- **How to Upgrade Your Current Computer System**
  Speaker: Marshall A. Graham, Environetics International, Inc.
- **How to Get Started: An Introduction to Computer Applications**
  Speaker: John R. Adams, Facility Managment Institute
- **How to Negotiate a Computer System/Software Maintenance Contract**
  Speaker: Richard Raysman, Brown, Raysman & Millstein
- **How the Computer System Fits Into the Work Environment**
  Speakers: Sylvan Shemitz, Sylvan R. Shemitz & Associates; James E. Sulewsky, Acoustical Design Inc.
- **How to Use Software Programs for Facility Management**
  Speaker: Lee Hales, Management Consultant
- **Office Automation Forecasting**
  Speakers: Stephen Binder, Citibank, N.A.; Robert L. Hamilton, Jr., Merck & Company, Inc.; William G. Krebs, Interspace Incorporated; Duncan Sutherland, WANG. (Moderator: Roberta Walton, *Contract)*
- **Microcomputer Applications for Design/Drafting and Facility Management**
  Speakers: Basil T. Callimanis, Facilities Management Consultants; Edward A. Toran, I.S.D. Inc.
- **How to Use Software for Real Estate Management**
  Speaker: James Boyce, DFI/Systems
- **CAD—Architecture and Interior Space Planning Applications**
  Speaker: Larry Dumpert, N.P.S. Automation Services, Inc.
- **Furniture Bar Coding**
  Speakers: Ralph Irons, CORE, a division of Herman Miller, Inc.; Alan Wilson, RMM Associates
- **End-Users Roundtable: Facility Managers**
  Panel Members: Stephen Binder, Citibank, N.A.; Kreon L. Cyros, Massachusetts Institute of Technology; Ronald Goodrich, Cushman & Wakefield; Robert L. Hamilton, Jr., Merck & Company, Inc. (Moderator: Anne Fallucchi, *Facilities Design & Management)*
- **End-Users Roundtable: Interior Design Firms**
  Panel Members: Les J. Cranmer, Interspace Incorporated; Morton Glatstein, Interior Faciljties Associates, Inc.; Suzanne Kasler, Kasler & Associates Inc. (Moderator: Len Corlin, *Contract)*
- **End-Users Roundtable: Architecture/Engineering Firms**
  Panel Members: Alan M. Hantman, Gibbs & Hill, Inc.; Roger Pratt, Cooper, Pratt & Vallhonrat; Gary H. Silver, Hellmuth, Obata & Kassabaum (Moderator: Len Corlin, *Contract)*

Registration Information

To register, just fill out the coupon and mail it today to: Gralla Conferences, 1515 Broadway, New York, NY 10036, -or- call Hilary Plunkett, toll free at 800-223-6767 (New York State registrants can call collect at 212-869-1300) to get an immediate confirmation of your registration.

Tuition: $495 for the first person from a company, $450 for each additional person from the same company. Tuition includes admission to two-day Conference (seminars, roundtables and product/service displays), Conference/take-home materials, refreshment breaks and cocktail reception. Checks or money orders are payable to Gralla Conferences.

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Accommodations: Rooms have been blocked at the Halloran House Hotel. All registrants will receive hotel housing forms by mail. You may also reserve a room by phone at 212-755-4000. Be sure to identify yourself as an attendee of the Computer-Aided Space Design & Management Conference.

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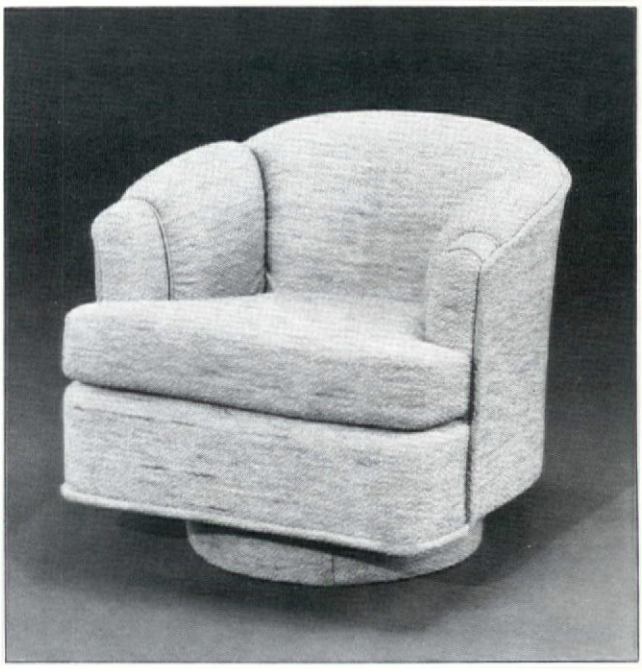
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HIGH-SHEEN LACQUER FINISH ENHANCES FURNITURE

Strafford 4500 series secretarial office furniture from **Indiana Desk** features walnut, high-sheen lacquer finishes on desks, credenzas, tables, and storage units. Crafted of hardwood solids with walnut veneer panels and drawer fronts, furniture can be ordered with wood or plastic tops. **Circle No. 306.**



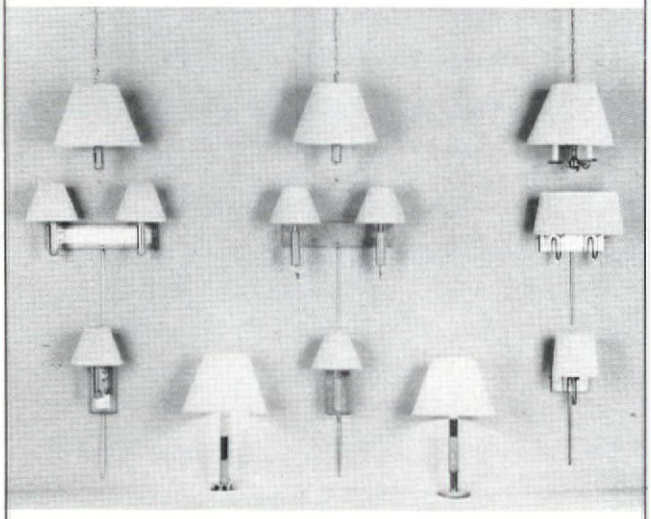
UPHOLSTERED CHAIR HAS WIDE DIMENSIONS

Fairfield Chair Co.'s #6262-4 swivel chair measures 27-in. high by 33-in. wide by 34¼-in. deep. It is one of a wide range of seating designs offered by the firm.
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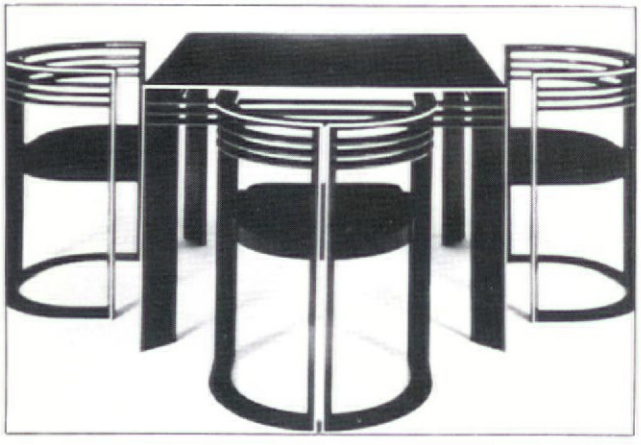
The Design Exchange is the dynamic revitalization of a turn-of-the-century building in Kansas City's Historic Garment District. Now developed exclusively for design-oriented professions. A center for architecture, interior design and contract furnishings, graphic design and commercial art. Space is available to qualified offices, studios and showrooms. Call or write for information.

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SYNTHETIC TURF HAS ANTI-FADE WARRANTY

Pedigree, a new synthetic turf product from **Instant Turf Industries**, features a dense, heavyweight construction that carries a four-year, limited warranty against fade-resistance. A variety of color combinations are available, including red/black, black/cream, and brown/gold. **Circle No. 339.**



DURABLE TABLES HAVE HIGH-LUSTRE FINISH

Conference/dining and occasional tables by Joe Agati, **Agati Designs** are part of new group called Petro Collection. Tables are made of wood and Imron polyurethane enamel which provides high lustre finish and durability.
Circle No. 340.

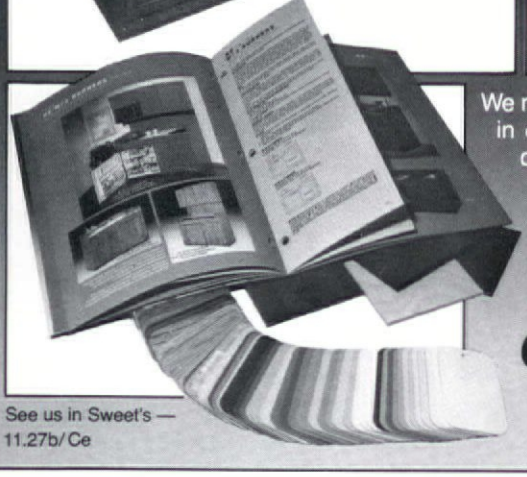


POLYURETHANE FINISH PROTECTS METAL PANELS

Polyurethane finishes protect decorative metal panels from scratches, alcohol, and cigarette burns. Etched brass and pewter as well as polished chrome and brass panels are available for use on walls and countertops or as decorative inserts and trim pieces through **Lunstead Designs. Circle No. 341.**







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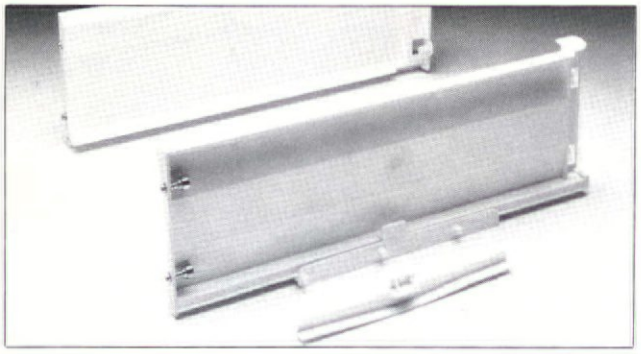
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KD DRAWER INSTALLS QUICKLY

Titus Tool Co. offers a high-impact plastic drawer that expedites assembly of KD furniture systems. Consisting of two plastic drawer slides with pegs that attach to chipboard drawer backs, system is easily slid into position, stabilized by contoured edges, and fastened to the drawer front with drive screws. Installation takes less than one minute and does not require glue or loose parts, according to the manufacturer. **Circle No. 305.**

SILK LOOK & FEEL FOUND IN VINYL WALLCOVERINGS

Caravan Silks wallcoverings collection from **VICOA** offers the look and texture of natural silk in a vinyl wallcovering. Fabric backed moires, stripes, and silk weaves in an array of colors are available in 56-in. commercial rolls without yardage requirements. **Circle No. 300.**

GIVE LAMINATES A TAMBOUR LOOK

In response to the need for color in finish materials, **Forms & Surfaces** has added Color-Wall to its tambour surface line. In addition, the firm will convert other manufacturers' laminates into Color-Wall, which features darkened V-grooves with 2-in. spacing as a tambour product. **Circle No. 337.**





A NEW DIE CAST ALUMINUM BASE UNDERSTRUCTURE

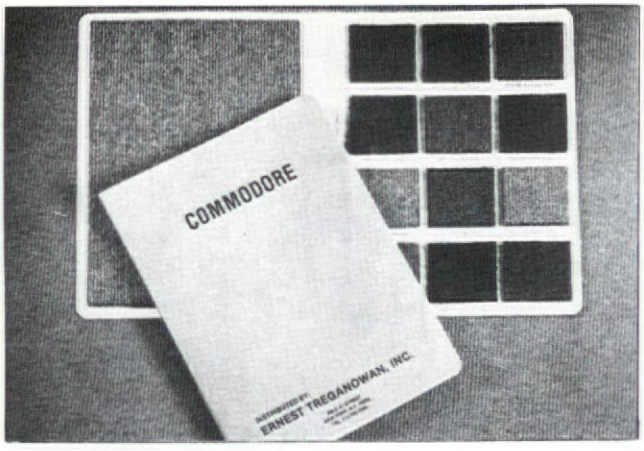
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8300 SERIES IS A NEW DIE CAST ALUMINUM BASE DEVELOPED BY EST FOR VERSATILE USE AS AN UNDERSTRUCTURE FOR WOOD CAPS, PLASTIC CAPS, AND MOLDED ON URETHANE. THE 83525 BASE HAS A 24 1/2" SPAN TO THE CENTER OF THE CASTER HOLES, AND THE 83522 HAS A 22" SPAN TO THE CENTER OF THE CASTER HOLES. THESE DIE CASTINGS PROVIDE CONSISTENT ACCURACY IN DIMENSION, LIGHT WEIGHT AND STRENGTH TO MEET BIFMA AND ANSI STANDARDS.

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PRODUCTS & SERVICES



ORDER CONTRACT CARPET IN 12-FT. WIDTHS

Commodore, a 70 percent acrylic/30 percent modacrylic carpet from **Ernest Treganowan,** is available in 12-ft. widths. Lightweight construction makes it suitable for wall applications. **Circle No. 311.**

TONG- & DISTORTION-FREE GLASS PRODUCTS OFFERED

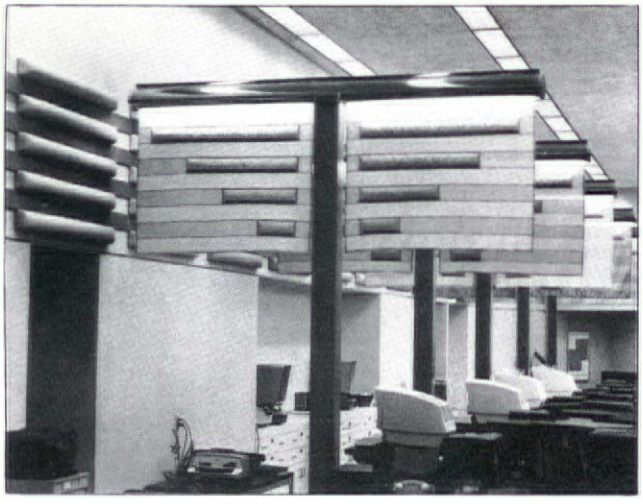
A horizontal oven enables **Colonial Mirror & Glass Corp.,** to manufacture tong- and distortion-free tempered, flat-glass doors and complementary products. Among new offerings are glass push/pull door levers in various finishes and colors as well as single- and double-acting glass floor closers. **Circle No. 312.**

ANTIQUE LINEN VELVET SPORTS SUMMER PALETTE

Stroheim and Romann's "Kilkenny" linen print and antique linen velvet sport a summer palette. Print is a bouquet of flowers and fruit to match. Additional information on linen products is offered by the **International Linen Promotion Commission,** New York. **Circle No. 338.**

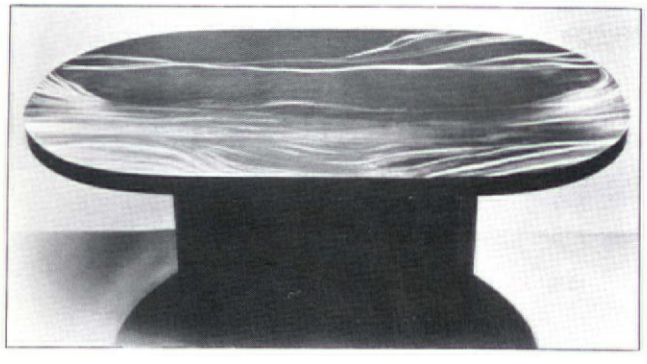






BANNERS ADD SOFT LOOK TO TELLER COUNTERS

Mercantile Bank & Trust Co., designed by David Immenschuh of Patty, Berkebile, Nelson Assoc., features fabric banners above teller counters that form "teller cages." Crafted by **Midwest Embroidery,** banners accent wall surface colors throughout the installation and create interesting shadow effects through light reflections. **Circle No. 310.**



VARIED TABLE DESIGNS YIELDED BY ACID ETCHING

Christian Krekels' antique brass dining table is a one-of-a-kind, signed creation. Top patterns are created with acid-etching; varied images are formed as light reflects off the top surface. Product is available through **Belgamar Trading.** **Circle No. 307.**



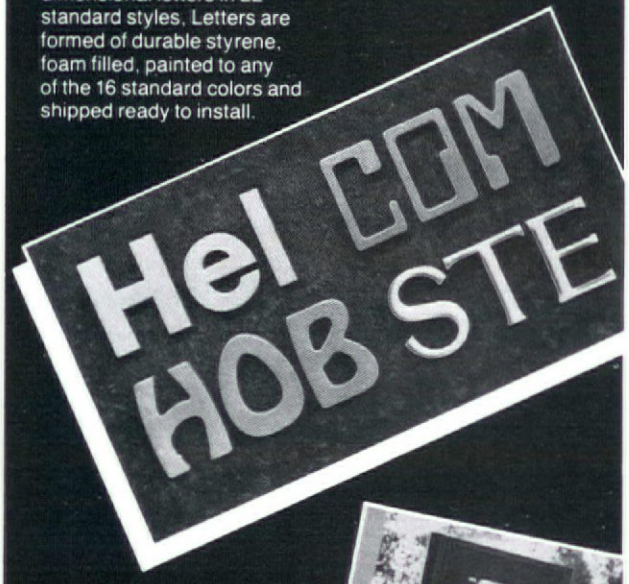
SLAT DESIGN INCREASES SIGNAGE FLEXIBILITY

Slatwall signage system from **Polyplastic Forms** is designed to ease rearrangement of signage configurations. Letters and boards feature compatible slatwall mounts that expedite installation. **Circle No. 304.**

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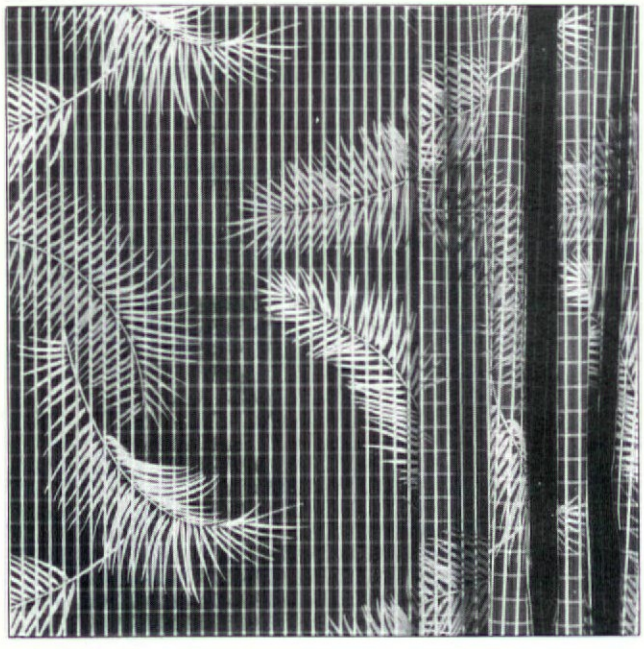
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PIN-STRIPES ACCENT FABRIC'S FERN PATTERN

"Fern Grove" wallcovering and companion fabric line features horizontal pin-stripes with solid vertical grille design that offsets the floral pattern. Sheer fabric is offered in five colorways by **James Seeman Studios,** div. Masonite Corp. **Circle No. 301.**

ENERGY-SAVING BLINDS YIELD TWO-YEAR PAYBACK

Bali Blinds from **Marathan Carey-McFall** offer energy savings of up to 49 percent. According to the manufacturer, these savings enabled a Sun Belt-based firm to receive payback on its initial window treatment investment in two years. Blinds are offered in more than 100 varied color combinations. **Circle No. 336.**





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At booth 2037, see Sealy's all new line of sleep systems engineered expressly for the lodging industry, and pick up a free gift as well.

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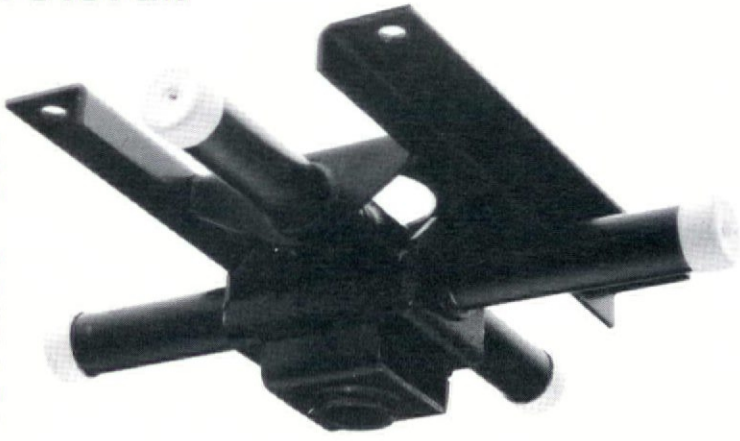
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The Torxon Seat Support System is already available in the Contract Office and Industrial seating marketplace. Contact A/R Incorporated at (219) 879-3371.

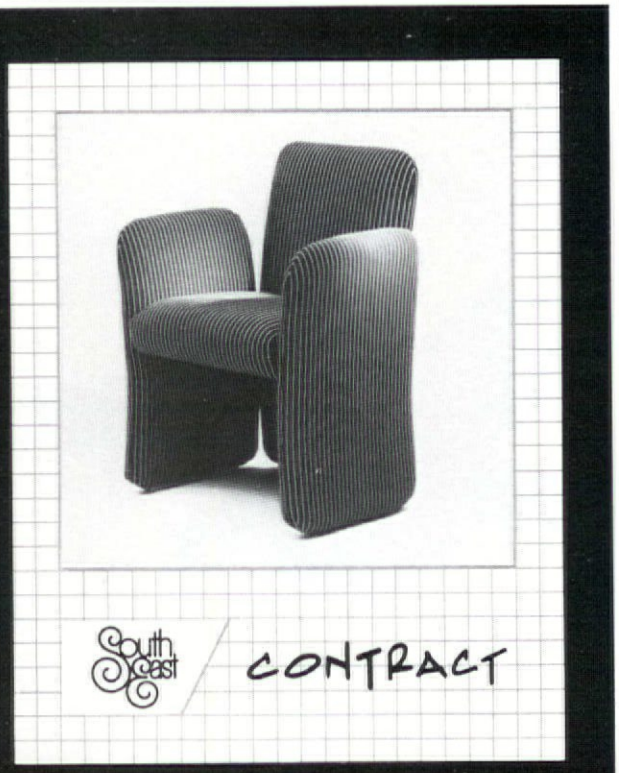
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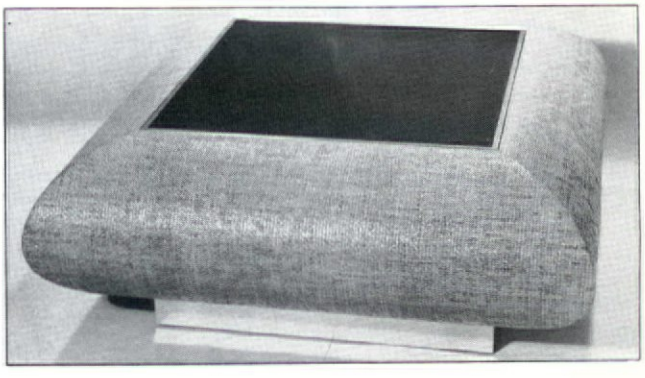
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PRODUCTS & SERVICES



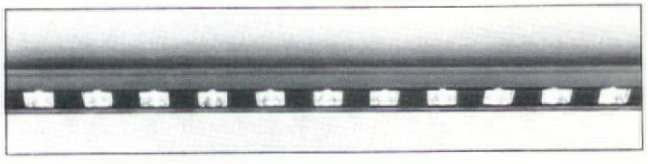
TASK CHAIR OFFERED WITH OR WITHOUT ARMS

Designed for computer-support or secretarial applications, Alpha Chair from **United Chair Co.** is available with or without arms in 20 colors. Fabrics are 100 percent, Scotchgard-protected nylon. Other features include dual wheel casters, epoxy-coated frame, polypropylene back shell, and 2-in. thick foam cushions. Chair will be featured at the National Office Products Association (NOPA) show, September 28-October 1, Chicago. **Circle No. 302.**



LACQUER FINISH PROTECTS FABRIC-COVERED TABLE

KAB Assoc. offers tables covered in textured, natural basket-weave fabric with a protective lacquer finish. Contrasting glass-covered, laminate-inlay top adds design dimension. **Circle No. 303.**



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Product Previews

The industry reports a growing demand for contemporary wood frame chairs that offer clean-lined comfort and durability yet fit into almost any decor. Here are four exceptional examples from the extensive L&B collection.



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6714P



6440



6740

For further information on chairs shown, contact L&B Products, 3232 Lurting Avenue, Bronx, New York 10469. Or call tollfree (800) 221-8752.

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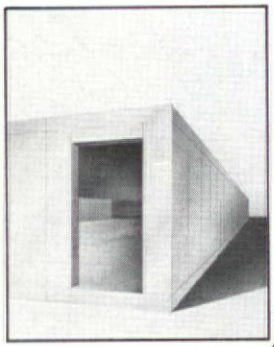
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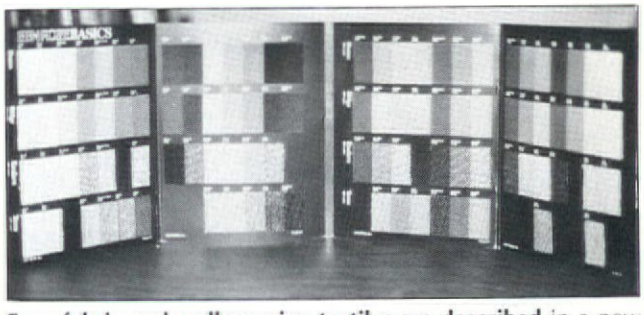
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CATALOGS & BROCHURES



New, 100 percent vinyl floor tiles are described and shown in full-color brochures, point-of-purchase panels, and architectural chip folders from Go-Met-Tile. Products can be used in conjunction with firm's other patterns, border trims, and edgings to create more than 5,000 flooring designs. **Circle No. 345.**

High Comfort (HC) foam, a new seating cushion material introduced by Union Carbide, is the subject of a new booklet, "A Revolutionary New Foam is Changing Standards in the Upholstery Industry." As described in the literature, HC foam offers high performance characteristics due to its polymeric construction. Product offers outstanding surface comfort, firm support, and superior durability at densities as low as 1.5 lbs. per cubic foot, according to the manufacturer. **Circle No. 346.**



Four fabric and wallcovering textiles are described in a new BASICS folder from Ben Rose. Four-fold, single-spine brochure displays wide range of colors available for each nylon product. **Circle No. 347.**

Photo Decor: A Guide to the Enjoyment of Photographic Art has been revised and expanded by author John Holland and Eastman Kodak Co. Four-color, 93-page literature features many new photographs and ideas for using photography. **Circle No. 348.**

"Office Necessities and Work Surface Accessories" is the title of a new brochure from Peter Pepper Products. This 20-page catalog features a range of new products introduced by the firm at NEOCON. **Circle No. 349.**

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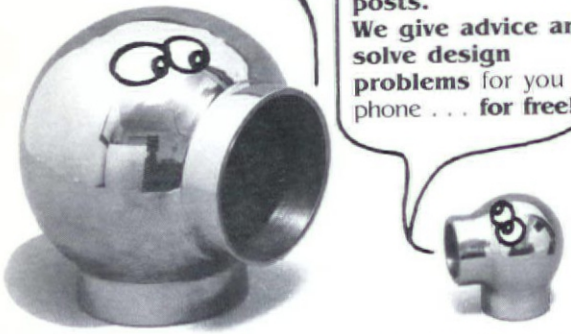


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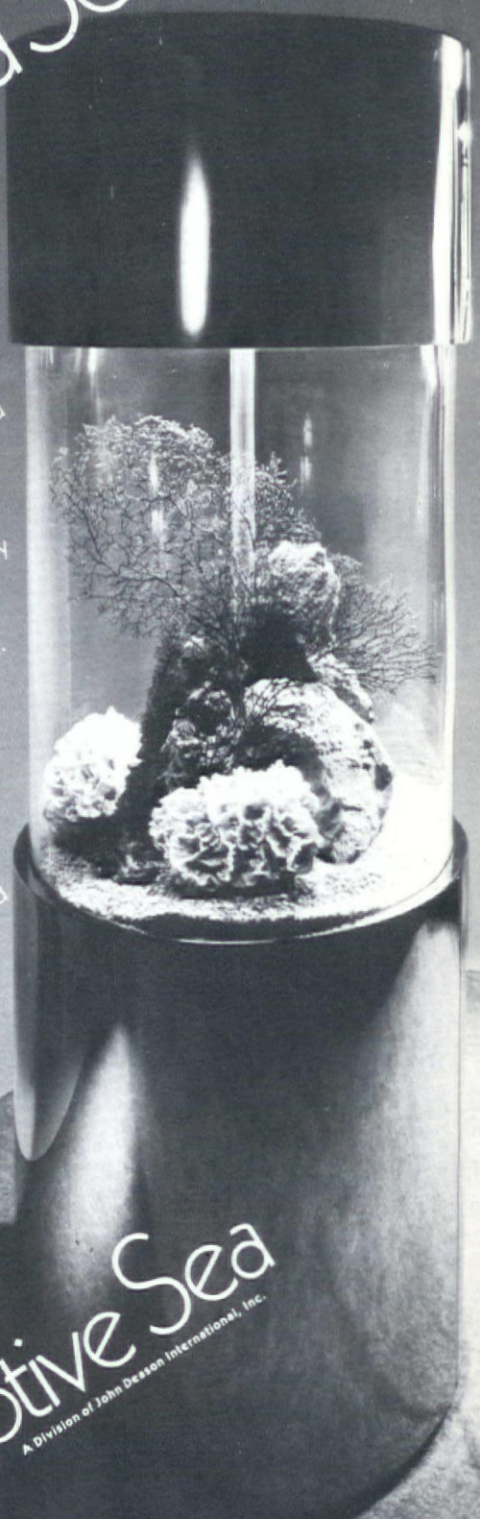
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